

Vornado Realty Trust (VNO)

\$36.18 (As of 12/21/20)

Price Target (6-12 Months): **\$30.00**

Long Term: 6-12 Months

Zacks Recommendation: Underperform

(Since: 11/19/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

4-Sell

Zacks Style Scores:

VGM:D

Value: C

Growth: F

Momentum: D

Summary

Shares of Vornado have underperformed the industry it belongs to in the past year. Notably, the company is monetizing assets and reinvesting proceeds in opportunistic developments and redevelopments. However, the near-term impacts of earnings dilutive from such sales cannot be bypassed. Moreover, it has been adversely impacted by the coronavirus pandemic due to its high exposure to the New York City. In fact, the company has temporarily shut Hotel Pennsylvania and cancelled trade shows at the MART since late March. This is likely to reduce rental income and impact occupancy. Additionally, Vornado, which is battling store closures and bankruptcy woes, is likely to be hurt by low footfall at its retail properties amid social-distancing requirements and higher e-commerce adoption. This is affecting its retail tenants' rent-paying abilities.

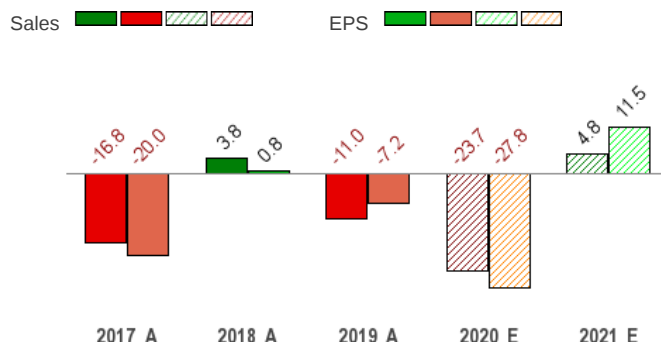
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$68.68 - \$27.64
20-Day Average Volume (Shares)	2,298,949
Market Cap	\$6.9 B
Year-To-Date Price Change	-45.6%
Beta	1.48
Dividend / Dividend Yield	\$2.12 / 5.9%
Industry	REIT and Equity Trust - Other
Zacks Industry Rank	Bottom 15% (217 out of 255)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-7.8%
Last Sales Surprise	0.3%
EPS F1 Estimate 4-Week Change	-0.7%
Expected Report Date	02/16/2021
Earnings ESP	-0.4%
P/E TTM	13.2
P/E F1	14.4
PEG F1	2.8
P/S TTM	4.3

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	382 E	393 E	409 E	419 E	1,539 E
2020	445 A	343 A	364 A	355 E	1,469 E
2019	535 A	463 A	466 A	461 A	1,925 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.59 E	\$0.68 E	\$0.74 E	\$0.78 E	\$2.81 E
2020	\$0.72 A	\$0.55 A	\$0.59 A	\$0.61 E	\$2.52 E
2019	\$0.79 A	\$0.91 A	\$0.89 A	\$0.89 A	\$3.49 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 12/21/2020. The reports text is as of 12/22/2020.

Overview

New York-based Vornado Realty Trust, a real estate investment trust (REIT), is the owner and manager of the commercial real estate in the United States, with a portfolio concentrated in the New York City, Chicago and San Francisco. The company's portfolio mainly includes office and street retail properties.

Moreover, the company owns the 1,700-room Hotel Pennsylvania situated on Seventh Avenue at 33rd Street in the Penn District and 32.4% stake in Alexander's, Inc. that owns seven properties in the greater New York metropolitan area, including 731 Lexington Avenue.

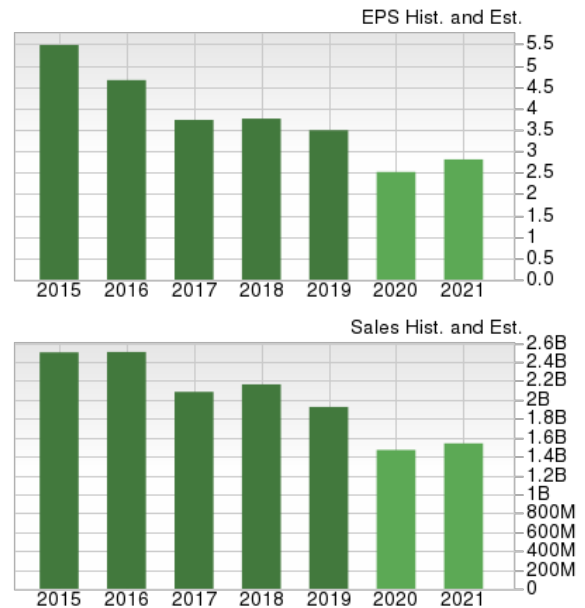
In addition, Vornado has theMART in Chicago and 555 California Street property in San Francisco. The company owns and manages more than 26 million square feet of Leadership in Energy and Environmental Design (LEED) certified buildings.

Vornado is constructing a residential condominium tower, 220 Central Park South (CPS), consisting of 397,000 salable square feet of space. The project's development costs (excluding land costs) are anticipated to be \$1.45 billion, of which the company spent \$1.436 billion as of Sep 30, 2020.

Notably, in January 2015, the company completed the spin-off of Urban Edge Properties. This company has a stake in strip shopping centers, malls and Warehouse Park that were previously under Vornado's ownership.

In addition to this, in July 2017, Vornado completed the spin-off of its Washington, DC segment. This included 37 office properties aggregating more than 11.1 million square feet, five multi-family properties with 3,133 units and five other assets totaling around 406,000 square feet of space. Also, it comprised 18 future development assets aggregating more than 10.4 million square feet of estimated potential development density as well as \$412.5 million of cash to JBG SMITH Properties.

Note: All EPS numbers presented in this report represent FFO per share. FFO, a widely used metric to gauge the performance of REITs, is obtained after adding depreciation and amortization and other non-cash expenses to net income.



Source: Zacks Investment Research

Reasons To Sell:

- ▼ Given high exposure in New York City (87% of its net operating income at share or NOI for the third quarter) and significant street retail, Vornado has been adversely impacted due to the COVID-19 pandemic. The company has temporarily shut its Hotel Pennsylvania and postponed trade shows at theMART for the remainder of 2020. This along with lower revenues from Building Maintenance Services (BMS) and signage are expected to reduce rental income and occupancy resulting in lower cash flow. Moreover, the company third quarter top-line growth was hindered by non-cash write-offs of receivables arising from the straight-lining of rents and write-offs for uncollectible tenant receivables.
- ▼ Solid dividend payouts remain the biggest attraction for REIT investors and Vornado remained committed to that. However, in July, the company made a 30% sequential reduction in quarterly dividend to 53 cents per share due to uncertainties caused by the pandemic. The company paid out a quarterly cash dividend of 66 cents per share prior to the dividend cut.
- ▼ As part of portfolio-repositioning efforts, Vornado has been aggressively disposing of its assets. In fact, the company's financial results for 2019 were lower than the prior year, mainly due to more than \$3.2 billion of assets sales. Further, the spin-off of its Washington, DC segment made Vornado a New York-based office and retail REIT. Earlier, the company also spun-off its shopping center business creating Urban Edge Properties – a publicly traded REIT. The streamlining efforts are a strategic fit and anticipated to propel growth over the long term. Moreover, in the near term, the company expects to be more aggressive in the disposing of assets and is likely to redeploy the proceeds in other accretive investments. However, the earnings dilutive impact cannot be bypassed in the near term.
- ▼ Vornado faces intense competition from developers, owners and operators of office properties and other commercial real estates, including sublease space available from its tenants. This influences the company's ability to attract and retain tenants at relatively higher rents than its competitors, thereby adversely affecting its long-term profitability.
- ▼ Mall traffic continues to suffer amid rapid shift in customers' shopping preferences and patterns, with online purchases growing by leaps and bounds. These have made retailers reconsider their footprint and eventually opt for store closures. Additionally, retailers that are not being able to cope with competition are filing bankruptcies. This has emerged as a pressing concern for Vornado, as the trend is curtailing leasing velocity for retail real estate space. Further, the coronavirus pandemic and measures to curb its spread are expected to adversely affect the demand for retail space, limiting the landlord's pricing power and resulting in lower absorption and rents. Moreover, the company has collected 82% of third-quarter rent due from retail tenants, while many others are seeking rent relief amid the pandemic.
- ▼ Shares of Vornado have underperformed the industry it belongs to in the past year. The stock has depreciated 46% compared with the industry's decline of 4.6%. Moreover, the trend in estimate revisions for Vornado's current-year FFO per share does not indicate a favorable outlook for the company as estimates have moved marginally downward over the past month. Given the above-mentioned concerns and downward estimate revisions, the stock has limited upside potential.

Earnings dilution led by high disposition activity, retail store closures and tenant bankruptcies as well as intense competition from developers and operators remain causes of concern for Vornado.

Risks

- Vornado boasts a concentration of high-quality assets and a strategic focus on expanding its market share in New York City office and Manhattan street retail. In addition, the company has controlling interest in 555 California Street, in the heart of San Francisco's Financial District and owns theMART in Chicago's River North District, which are iconic office assets in signature cities. This focus on having assets in such a few select high-rent, high barrier-to-entry geographic markets as well as a diversified tenant base that includes several industry bellwethers are expected to drive steady cash flows and fuel its growth over the long term. In fact, the company has collected 95% of its third-quarter rents from office tenants.
 - Much of the leasing proportion has shifted from new to renewal-oriented deals due to the pandemic. Going forward, the next cycle of office-space demand will likely be driven by de-densification to allow higher square footage per office worker and the need for better-amenitized office properties to focus on health & wellness amid social-distancing requirements. Moreover, tenant downsizing is less likely and this will improve tenant retention. Hence, Vornado is well-positioned to benefit from the emerging trend, given the demand for office space in Manhattan. In fact, as the market recovers from the pandemic, the company has modest office expiries through the end of 2022 in its New York portfolio.
 - Vornado, focused on improving its core business, is making opportunistic developments and divestitures in addition to business spin-offs. In fact, strategic sell-outs provide the company with the dry powder to reinvest in opportunistic developments and redevelopments. Such timely portfolio-repositioning initiatives will drive its growth over the long term. Moreover, Vornado is constructing a residential tower — CPS — with 397,000 salable square feet of space. The company is using proceeds from 220 CPS unit sales to fund the active development projects at Penn District.
 - Vornado has a strong balance sheet and ample liquidity to meet its short-term obligations. As of Sep 30, 2020, the company had \$3.7 billion in liquidity, consisting of \$2.2 billion available on its \$2.75-billion revolving credit facilities and \$1.5 billion of cash and cash equivalents, and restricted cash. Further, it expects receiving \$496 million from additional 220 CPS closings in the remaining year. This will likely boost its liquidity to \$4.3 billion. The company also has manageable debt maturities in 2020. Hence, a flexible financial position will enable it to take advantage of future investment opportunities and fund its development projects.
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Last Earnings Report

Vornado Realty's Q3 FFO Misses, Revenues Top Estimates

Vornado reported third-quarter 2020 FFO plus assumed conversions as adjusted of 59 cents per share, missing the Zacks Consensus Estimate of 64 cents. The reported figure also plunged 33.7% year over year.

A decline in same-store NOI in the New York portfolio and theMART affected the company's quarterly results.

Total revenues were \$363.9 million in the reported quarter, surpassing the Zacks Consensus Estimate of \$363 million. However, the revenue figure compares unfavorably with the year-ago number of \$466 million.

During the reported quarter, the company collected 93% of rent due. This comprised collections of 95% from its office tenants and 82% from retail tenants.

Behind the Headline Numbers

In the New York portfolio, 1,453,000 square feet of office space (1,121,000 square feet of space at share) and 25,000 square feet of retail space (22,000 square feet at share) were leased during the September-end quarter. Also, 44,000 square feet of area (all at share) was leased at theMart and 90,000 square feet of space was leased at 555 California Street (63,000 square feet at share).

At the end of the third quarter, occupancy in the New York portfolio was 94.3%, which shrunk 90 basis points (bps) sequentially and 250 bps year over year. Occupancy in theMART was 89.8%, down 160 bps sequentially and 520 bps year over year. Furthermore, occupancy in 555 California Street was 98.4%, down 60 bps sequentially and 160 bps year over year.

During the reported quarter, total same-store NOI decreased 16.4% year over year. Same-store NOI in the company's 555 California Street increased 2%. However, same-store NOI at theMART and New York portfolio declined 46.3% and 14.5%, respectively.

During the July-September period, Vornado closed the sale of 19 condominium units at 220 CPS for net proceeds amounting to \$591.1 million. This resulted in a financial statement net gain of \$214.6 million.

As of Sep 30, 2020, Vornado had \$1.41 billion of cash and cash equivalents, down from the \$1.52 billion reported as of Dec 31, 2019.

Quarter Ending	09/2020
Report Date	Nov 02, 2020
Sales Surprise	0.28%
EPS Surprise	-7.81%
Quarterly EPS	0.59
Annual EPS (TTM)	2.75

Recent News

Vornado Refinances \$500M Loan for PENN11 – Oct 16, 2020

Vornado refinanced an interest-only loan for \$500 million for PENN11, a 1.2 million-square-foot office building in Manhattan. The refinancing resulted in lower interest rate and extended the maturity of the loan.

The loan carries an interest rate of LIBOR plus 2.75% and is scheduled to be due in October 2025 as fully extended. It replaces the previous \$450-million loan that had a fixed interest rate of 3.95% and maturity date of December 2020.

Dividend Update

On Oct 29, Vornado announced a quarterly cash dividend of 53 cents per share. It was paid out on Nov 20 to shareholders of record as of Nov 9, 2020.

Valuation

Vornado's shares have been down 46% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance have declined 4.6% and 4.2% in the past year, respectively.

The S&P 500 Index is up 17.2% in the past year.

The stock is currently trading at 12.92 forward 12-month FFO, which compares to 19.22X for the Zacks sub-industry, 16.95X for the Zacks sector and 23.05X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 22.41X and as low as 8.80X, with a 5-year median of 17.73X. Our underperform recommendation indicates that the stock will perform worse than the market. Our \$30 price target reflects 10.71X FFO.

The table below shows summary valuation data for VNO.

Valuation Multiples - VNO					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	12.92	19.22	16.95	23.05
	5-Year High	22.41	19.50	16.95	23.79
	5-Year Low	8.80	14.31	11.59	15.3
	5-Year Median	17.73	16.25	14.45	17.81
P/S F12M	Current	4.50	7.42	7.07	4.35
	5-Year High	8.20	7.45	7.07	4.35
	5-Year Low	3.06	5.19	5.02	3.17
	5-Year Median	6.42	6.29	6.11	3.67
P/B TTM	Current	1.15	2.25	2.8	6.38
	5-Year High	3.63	2.73	2.94	6.4
	5-Year Low	0.88	1.63	1.74	3.74
	5-Year Median	2.98	2.33	2.58	4.93

As of 12/21/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 15% (217 out of 255)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Americold Realty Trust (COLD)	Neutral	3
CoreCivic, Inc. (CXW)	Neutral	3
Lamar Advertising Company (LAMR)	Neutral	3
OUTFRONT Media Inc. (OUT)	Neutral	3
Healthpeak Properties, Inc. (PEAK)	Neutral	3
SBA Communications Corporation (SBAC)	Neutral	3
Pebblebrook Hotel Trust (PEB)	Underperform	5
Ryman Hospitality Properties, Inc. (RHP)	Underperform	4

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

Industry Comparison Industry: Reit And Equity Trust - Other				Industry Peers		
	VNO	X Industry	S&P 500	CXW	PEAK	SBAC
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	3	3	3
VGM Score	D	-	-	A	F	D
Market Cap	6.92 B	2.44 B	26.07 B	861.37 M	15.82 B	30.55 B
# of Analysts	5	4	13	2	9	4
Dividend Yield	5.86%	3.51%	1.49%	0.00%	5.04%	0.68%
Value Score	C	-	-	A	D	F
Cash/Price	0.21	0.04	0.06	0.33	0.02	0.01
EV/EBITDA	3.33	14.81	14.52	6.09	22.67	30.76
PEG F1	2.77	3.97	2.81	NA	7.56	NA
P/B	1.15	1.34	3.62	0.60	2.14	NA
P/CF	11.60	12.19	13.87	2.55	19.80	34.27
P/E F1	13.98	16.49	22.02	3.36	18.00	29.22
P/S TTM	4.29	5.37	2.83	0.45	6.87	14.82
Earnings Yield	6.97%	5.54%	4.36%	29.72%	5.55%	3.42%
Debt/Equity	1.24	0.94	0.70	1.42	0.86	-2.38
Cash Flow (\$/share)	3.12	2.05	6.93	2.83	1.48	8.02
Growth Score	F	-	-	B	D	B
Historical EPS Growth (3-5 Years)	-11.41%	0.38%	9.71%	-1.62%	-13.27%	NA
Projected EPS Growth (F1/F0)	-27.91%	-2.44%	1.22%	-18.13%	-7.26%	10.81%
Current Cash Flow Growth	-12.13%	3.22%	5.23%	1.47%	-55.20%	17.05%
Historical Cash Flow Growth (3-5 Years)	-7.64%	12.69%	8.33%	-0.31%	-12.01%	6.55%
Current Ratio	5.28	1.55	1.39	1.87	0.71	0.83
Debt/Capital	54.21%	48.55%	41.97%	58.73%	46.28%	NA
Net Margin	6.43%	9.87%	10.40%	6.37%	13.46%	-0.70%
Return on Equity	2.31%	3.53%	14.99%	10.03%	4.19%	NA
Sales/Assets	0.09	0.12	0.50	0.48	0.15	0.22
Projected Sales Growth (F1/F0)	-23.66%	0.00%	0.39%	-3.82%	18.68%	3.12%
Momentum Score	D	-	-	C	F	D
Daily Price Change	-1.44%	-0.67%	-0.77%	-2.70%	-1.51%	-0.73%
1-Week Price Change	-5.39%	0.00%	0.87%	-1.73%	1.70%	0.48%
4-Week Price Change	-11.80%	0.50%	1.83%	1.55%	-3.70%	-3.96%
12-Week Price Change	4.09%	11.36%	14.52%	-12.73%	7.50%	-11.45%
52-Week Price Change	-46.01%	-14.46%	5.55%	-58.43%	-12.09%	14.26%
20-Day Average Volume (Shares)	2,298,949	744,634	2,035,313	1,602,775	3,777,338	684,345
EPS F1 Estimate 1-Week Change	0.40%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	-0.68%	0.00%	0.00%	0.00%	-0.20%	0.00%
EPS F1 Estimate 12-Week Change	-6.95%	0.49%	3.79%	4.63%	-0.07%	0.53%
EPS Q1 Estimate Monthly Change	-3.88%	0.00%	0.00%	0.00%	-1.55%	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	F
Momentum Score	F
VGM Score	F

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.