

## Voya Financial, Inc.(VOYA)

**\$60.90** (As of 06/21/21)

Price Target (6-12 Months): **\$64.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 10/07/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:D

Value: C

Growth: F

Momentum: B

### Summary

Voya Financial's core businesses are expected to drive earnings. These core businesses are higher-growth, higher-return, and capital-light businesses, boasting a solid presence. Banking on organic growth, cost savings and capital deployment, the company is well poised for growth. Expansion of distribution network and achievement of efficiencies through automation are expected to drive performance. The shares of Voya Financial have outperformed its industry in the past year. However, the company expects sales to slow down due to the global pandemic, through higher retention should provide cushion. High leverage due to high debt level and lower interest coverage ratio concerns. Also, lower return on equity poses financial risk for the company. Also, continued weak performance in its Individual Life segment resulted in its discontinuation.

### Data Overview

52-Week High-Low **\$70.68 - \$44.81**

20-Day Average Volume (Shares) **1,159,365**

Market Cap **\$7.4 B**

Year-To-Date Price Change **3.6%**

Beta **1.46**

Dividend / Dividend Yield **\$0.66 / 1.1%**

Industry **Insurance - Life Insurance**

Zacks Industry Rank **Bottom 23% (195 out of 252)**

Last EPS Surprise **-4.6%**

Last Sales Surprise **45.8%**

EPS F1 Estimate 4-Week Change **0.0%**

Expected Report Date **08/04/2021**

Earnings ESP **0.0%**

P/E TTM **12.8**

P/E F1 **9.9**

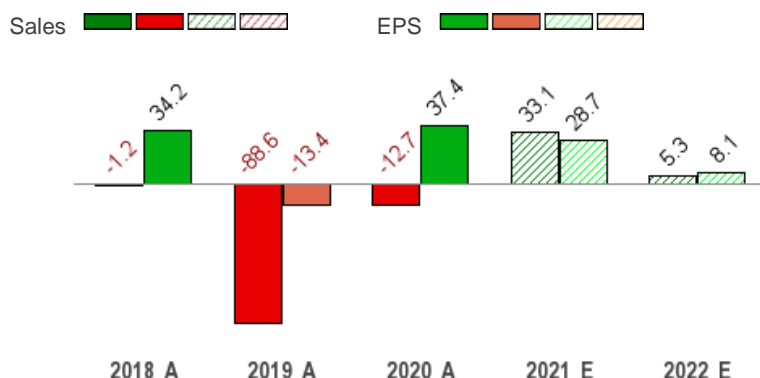
PEG F1 **0.4**

P/S TTM **1.0**

### Price, Consensus & Surprise



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



### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	276 E	304 E	308 E	296 E	1,183 E
2021	344 A	269 E	278 E	287 E	1,123 E
2020	225 A	93 A	128 A	398 A	844 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$1.48 E	\$1.76 E	\$1.73 E	\$1.72 E	\$6.69 E
2021	\$1.03 A	\$1.38 E	\$1.44 E	\$1.63 E	\$6.19 E
2020	\$1.10 A	\$1.09 A	\$1.19 A	\$1.44 A	\$4.81 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 06/21/2021. The report's text and the

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analyst-provided price target are as of 06/22/2021.

## Overview

Incorporated in 1999 and is based in New York, Voya Financial, Inc. operates as a retirement, investment, and employee benefits company in the United States.

The company was formerly known as ING U.S., Inc. and changed its name to Voya Financial, Inc. in April 2014.

Through its complementary set of businesses, Voya Financial help customers save, grow, protect and enjoy their wealth to and through retirement. The company offers products and services through a broad group of financial intermediaries, independent producers, affiliated advisors and dedicated sales specialists throughout the United States.

As of Dec 31, 2020, the company had \$700 billion in asset under management and administration.

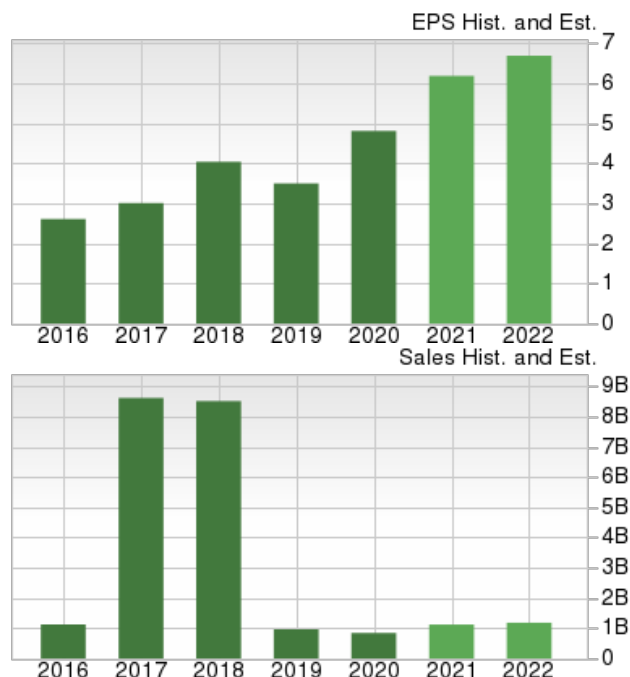
The company operates through four segments.

Retirement (accounts for 49% of adjusted operating revenue in 2020) is a leading provider of retirement products and services. It focuses on guiding Americans to greater retirement readiness through employer-sponsored savings plans and holistic retirement and income guidance.

Investment Management (13%) is a leading, active asset management firm servicing both affiliated and external institutions as well as individual investors.

Employee Benefits (38%) is a top provider of stop loss coverage in the United States. It also provides a comprehensive and highly flexible portfolio of life, disability, voluntary insurance products, and health savings and spending accounts to businesses through the workplace.

In January 2020, Voya Financial divested its Individual Life business.



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## Reasons To Buy:

▲ **Share Price:** Shares of Voya Financial have gained 30.3% in the past year, compared with the industry's increase of 21.9%. We believe that the company's strong fundamentals are likely to drive shares going forward.

▲ **Solid Segment Projection:** Voya provides its principal products and services through three segments: Wealth Solutions, Investment Management and Health Solutions. The Retirement and Employee Benefits segments were renamed to Wealth Solutions and Health Solutions, respectively. These segments are expected to drive the company's earnings. These businesses are higher-growth, higher-return, capital-light businesses boasting a solid presence. Expansion of distribution network and achievement of efficiencies through automation should help the company outperform the industry. In Health Solutions, annualized in-force premiums increased 9% year over year in the first quarter of 2021 on the back of growth across all products, but particularly in Voluntary business.

Voya Financial is poised to grow its earnings given its focus on high-growth, high-return, capital-light businesses, solid market presence, cost savings and effective capital deployment.

Voya estimates to achieve 2% to 4% net flow organic growth target at Investment Management in 2021 owing to a strong unfunded pipeline. In the second quarter of 2021, it expects to return to positive net flows. In the second quarter, the company also expects an earnings benefit from lower variable compensation in investment management associated with investment capital results and lower COVID related claims. Given claim submission lags, in the second quarter, it anticipates \$20 million of COVID-related claims impact and \$10 million in the second half of 2021. It is based on full-year assumption of 300,000 total U.S. COVID-related deaths.

▲ **Strong Capital Position:** As of Mar 31, 2021 Voya had solid excess capital of \$1.6 billion, which is above the company's liquidity target of \$200 million and estimated statutory surplus in excess of a 400% combined risk-based capital (RBC) ratio. The company has received more than \$300 million of additional excess capital on the completion of independent financial planning channel's sale. This reflects the combination of a strong balance sheet and capital position, and proceeds from the Individual Life transaction. As of Mar 31, 2021, Voya's estimated combined RBC ratio on a pro forma basis for the completion of the Individual Life Transaction was 603%, which is above the 400% target. This financial flexibility provides strength to the company.

▲ **Capital Deployment:** Operational excellence has been helping the company deploy capital for enhancing shareholders' value. Voya primarily uses excess capital to buy back shares. In first-quarter 2021, Voya Financial repurchased shares worth \$235 million. The company has \$879 million left under its existing share buyback program as of Mar 31, 2021. It intends to repurchase \$1 billion worth shares in 2021. As of Mar 31, 2021, the company has returned \$7 billion of capital to shareholders through both share buybacks and dividends since its IPO in 2013. Also, in January 2021, the company raised its quarterly dividend by 10% with the yield being more than its target of 1%. Increasing the dividend continues to reflect its confidence in the stability of cash flows at over 90% free cash flow conversion and will help broaden the company's investor base, and will increase its attractiveness.

Also, divestment of Individual Life transaction on Jan 4, 2021 provided Voya with \$1.4 billion of deployable capital with up to \$100 million of additional proceeds by 2025. Also, Voya has completed the sale of Voya Financial Advisors' (VFA) independent financial planning channel to Cetera Financial Group. This transaction has provided Voya more than \$300 million of deployable proceeds.

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## Reasons To Sell:

▼ **High Financial Leverage:** The company has been witnessing increase in financial leverage over the last few years. As of Mar 31, 2021, the company's long-term debt came in at \$2.9 billion. The company's cash and cash equivalents of \$1.2 billion for the same time period are insufficient to meet its debt obligations. Its debt-to-capital ratio of 24.8 deteriorated 150 basis points from fourth quarter end. Also, high leverage indicates higher interest payment. Its times interest earned was 7.8, which compared favorably with the industry's measure of 20.6%. The company's high debt level and reduced interest servicing capability raises financial risk.

▼ **Escalating Expenses:** Voya Financial has been experiencing an increase in expenses due to higher policyholder benefits, interest credited to contract owner account balances, operating expenses, net amortization of deferred policy acquisition costs, interest expense and other expense. However, in the first quarter of 2021, total benefits and expenses decreased \$4,636 million from \$1,641 million to \$(2,995) million due to lower policyholder benefits, interest credited to contract owner account balances and operating expenses. The company must strive to generate revenue growth more than the magnitude increase in expenses; else margin will continue to erode.

▼ **Return on Equity:** Voya Financial's return on equity of 6% compares unfavorably with the industry average of 13.3%. Return on equity is a profitability measure that shows how efficiently the company is utilizing shareholders' money.

Soft Individual Life results experiencing lower premiums and higher expenses over the last few years and high financial leverage coupled with lower interest coverage ratio are concerns

## Last Earnings Report

### Voya Financial's Q1 Earnings Miss, Revenues Beat

Voya Financial's first-quarter 2021 net operating income of \$1.03 per share missed the Zacks Consensus Estimate by 4.6%. Further, the bottom line declined 6.4% year over year.

Higher investment income and increased fee-based margin were offset by lower underwriting results and higher administrative expenses across its segments. Voya Financial's revenues of \$344 million surpassed the Zacks Consensus Estimate by 45.8%. Moreover, the top line increased 52.9% from the year-ago quarter. Assets under management and administration were \$729 billion as of Mar 31, 2021.

### Quarter Ending

03/2021

Report Date	May 10, 2021
Sales Surprise	45.76%
EPS Surprise	-4.63%
Quarterly EPS	1.03
Annual EPS (TTM)	4.75

### Segmental Update

Wealth Solutions' adjusted operating earnings of \$255 million increased two-fold year over year due to \$89 million of higher investment income, \$35 million of higher fee-based margin, \$18 million favorable change in DAC/VOBA and other intangibles unlocking and \$9 million of lower administrative expenses.

Investment Management posted adjusted operating earnings of \$52 million, up 30% year over year due to \$24 million of increased investment capital revenues, partially offset by \$1 million of lower fee-based margin, and \$11 million of higher administrative expenses.

Health Solutions adjusted operating earnings were \$37 million, down 39.3% year over year due to \$27 million of lower underwriting results and \$4 million of higher administrative expenses.

Corporate incurred adjusted operating losses of \$71 million, narrower than the year-ago quarterly loss of \$91 million. The improvement was due to revenues in the first quarter of 2021 from the company's transition service agreements associated with the sale of substantially all its Individual Life and legacy annuities businesses as well as lower intangibles amortization.

### Share Repurchase and Dividend Update

In first-quarter 2021, Voya Financial repurchased shares worth \$235 million. The company has \$879 million left under its existing share buyback program as of Mar 31, 2021. Last month, the company approved a quarterly dividend of 16.5 cents per share. The dividend will be paid out on Jun 29, 2021 to shareholders of record as on May 26.

### Financial Update

Voya Financial exited the first quarter with \$1.6 billion in excess capital.

As of Mar 31, 2021, its book value per share was \$60.39, up 12.8% year over year.

### Sale of Individual Life insurance

Voya completed the sale of substantially all its Individual Life insurance and other legacy annuities businesses on Jan 4, 2021.

### 2021 Segment View

Investment Management is expected to achieve its 2-4% net flow organic growth target for 2021 due to a strong, unfunded pipeline.

## Recent News

### Voya Introduced New Stable Value offering – Jun 22, 2021

Voya Financial unveiled a new stable value solution that provides differentiated sector allocations and manager diversity. The new fund known as the Voya/RAM Focus Stable Value Fund will be managed by Voya Investment Management (Voya IM) and Ramirez Asset Management (RAM). The unique solution offered through the Voya/RAM Focus Stable Value Fund is intended to provide a specific focus on retirement security.

### Voya Financial Divested Financial Planning Channel – Jun 10, 2021

Voya Financial completed the divestiture of Voya Financial Advisors' (VFA) independent financial planning channel to Cetera Financial Group, Inc. The deal had provided Voya with more than \$300 million in deployable proceeds and boosted its focus on serving the workplace and institutions

### Voya Financial Inks a Deal to Buy Benefit Strategies - May 10, 2021

Voya Financial has agreed to buy a leading third-party administrator of health savings and spending accounts, Benefit Strategies, LLC. The transaction terms were kept under wraps. Pending regulatory conditions, the deal is projected to close in the third quarter of 2021. This transaction is expected to boost Voya's workplace growth strategy and will facilitate the expansion in health savings and spending accounts market. Further, Benefit Strategies will strengthen Voya's capabilities to cater to new and existing health savings and spending account clients through its enhanced call center support, implementation management and ongoing client services.

## Valuation

Voya Financial shares are up 3.6% in the year-to-date period and 30.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are up 2.9% and 17% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 21.9% and 42.1%, respectively.

The S&P 500 index is up 13.3% in the year-to-date period and 36.9% in the past year.

The stock is currently trading at 0.82x trailing 12-month book value, which compares to 1.29x for the Zacks sub-industry, 3.3x for the Zacks sector and 6.93x for the S&P 500 index.

Over the past five years, the stock has traded as high as 0.94x and as low as 0.29x, with a 5-year median of 0.68x. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$64 price target reflects 0.86x trailing 12-month book value.

The table below shows summary valuation data for VOYA

Valuation Multiples - VOYA					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	0.82	1.29	3.3	6.93
	5-Year High	0.94	2.47	3.4	7.08
	5-Year Low	0.29	0.91	1.77	3.84
	5-Year Median	0.68	1.75	2.64	5.02
P/S F12M	Current	6.41	2.43	8.56	4.63
	5-Year High	8.11	10.81	8.56	4.74
	5-Year Low	3.8	1.69	5.08	3.21
	5-Year Median	6.18	2.82	6.21	3.72
P/E F12M	Current	9.5	6.95	15.89	21.35
	5-Year High	16.94	14.89	17.25	23.83
	5-Year Low	6.04	5.51	11.6	15.31
	5-Year Median	9.53	9.1	14.94	18.05

As of 06/21/2021

Source: Zacks Investment Research

## Industry Analysis Zacks Industry Rank: Bottom 23% (195 out of 252)



## Top Peers

Company (Ticker)	Rec	Rank
American Equity Investment Life Holding Company (AEL)	Neutral	4
Athene Holding Ltd. (ATH)	Neutral	3
Brighthouse Financial, Inc. (BHF)	Neutral	3
BRP Group, Inc. (BRP)	Neutral	3
Manulife Financial Corp (MFC)	Neutral	2
Primerica, Inc. (PRI)	Neutral	3
Sun Life Financial Inc. (SLF)	Neutral	3
Reinsurance Group of America, Incorporated (RGA)	Underperform	5

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

Industry Comparison Industry: Insurance - Life Insurance				Industry Peers		
	VOYA	X Industry	S&P 500	ATH	BHF	PRI
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	D	-	-	A	B	B
Market Cap	7.38 B	3.74 B	29.97 B	12.21 B	3.83 B	5.89 B
# of Analysts	4	4	12	4	3	3
Dividend Yield	1.08%	0.15%	1.35%	0.00%	0.00%	1.26%
Value Score	C	-	-	A	A	A
Cash/Price	0.23	0.43	0.06	0.89	1.53	0.08
EV/EBITDA	10.76	3.03	17.02	1.36	-0.94	6.95
PEG F1	0.40	0.78	2.08	NA	NA	NA
P/B	0.82	0.72	4.11	0.67	0.26	3.13
P/CF	7.75	8.07	17.39	7.07	5.29	9.25
P/E F1	9.79	9.85	20.94	6.50	3.25	13.41
P/S TTM	0.97	0.82	3.39	0.59	0.26	2.53
Earnings Yield	10.15%	10.15%	4.67%	15.38%	30.81%	7.45%
Debt/Equity	0.43	0.13	0.66	0.11	0.23	0.00
Cash Flow (\$/share)	7.86	2.69	6.83	9.00	8.45	16.14
Growth Score	F	-	-	B	D	C
Historical EPS Growth (3-5 Years)	18.65%	9.95%	9.59%	7.39%	22.87%	21.93%
Projected EPS Growth (F1/F0)	28.59%	21.43%	21.57%	52.45%	218.91%	14.77%
Current Cash Flow Growth	22.77%	-7.58%	0.99%	-23.95%	-7.58%	0.60%
Historical Cash Flow Growth (3-5 Years)	-1.05%	1.55%	7.28%	14.10%	-3.53%	12.09%
Current Ratio	0.32	0.30	1.39	0.09	0.53	0.53
Debt/Capital	30.08%	11.85%	41.51%	9.73%	18.55%	0.00%
Net Margin	-1.87%	5.23%	11.95%	15.47%	NA	17.66%
Return on Equity	6.02%	6.44%	16.48%	12.19%	6.39%	22.82%
Sales/Assets	0.05	0.12	0.51	0.11	NA	0.16
Projected Sales Growth (F1/F0)	33.06%	0.00%	9.41%	26.27%	9.09%	14.11%
Momentum Score	B	-	-	C	A	A
Daily Price Change	2.47%	1.48%	1.40%	2.28%	2.71%	3.26%
1-Week Price Change	-8.63%	-2.52%	-0.71%	-1.22%	-6.71%	-10.71%
4-Week Price Change	-8.19%	-5.70%	0.66%	1.53%	-7.72%	-6.30%
12-Week Price Change	-2.78%	-1.04%	6.39%	28.68%	4.49%	1.99%
52-Week Price Change	31.93%	37.81%	35.50%	91.29%	43.18%	25.36%
20-Day Average Volume (Shares)	1,159,365	241,953	1,885,424	1,213,561	730,194	137,475
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%



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EPS F1 Estimate 12-Week Change	14.21%	:	2.03%	3.59%	:	18.46%	22.81%	1.06%
EPS Q1 Estimate Monthly Change	0.00%	:	0.00%	0.00%	:	0.00%	0.00%	0.00%

Source: Zacks Investment Research

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## 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.

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.

Value Score	C
Growth Score	F
Momentum Score	B
VGM Score	D

### Disclosures

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

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

## Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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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-

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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

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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.



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**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.