

## Wayfair Inc.(W)

**\$312.70** (As of 08/06/20)

Price Target (6-12 Months): **\$328.00**

Long Term: 6-12 Months

**Zacks Recommendation:**
**Neutral**

(Since: 07/24/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:D

Value: D

Growth: B

Momentum: F

## Summary

Wayfair reported strong second-quarter numbers. It witnessed strong top-line growth owing to the strengthening direct retail business across the United States and international regions. Additionally, expanding active customer base was a tailwind. Wayfair is confident about growth prospects in markets, namely the U.K. and Germany. This can be attributed to its efforts to expand house-brand offerings in these countries. Further, the company is aggressively investing in international regions in order to bolster international presence, which is a tailwind. However, Wayfair is suffering from mounting investment expenses, which are weighing on margin expansion. Further, rising competition from e-commerce giant Amazon poses threat to the company's market position. Notably, the stock has outperformed the industry over a year.

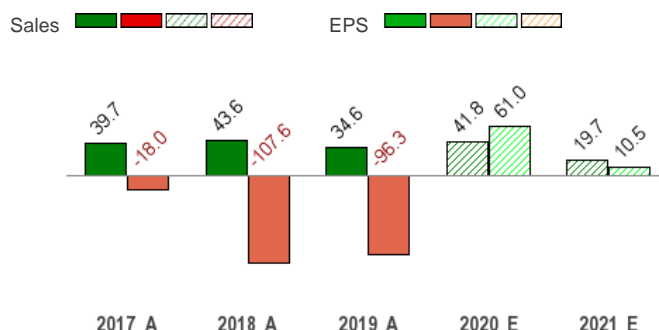
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$323.02 - \$21.70
20 Day Average Volume (sh)	2,035,061
Market Cap	\$29.6 B
YTD Price Change	246.0%
Beta	3.44
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Internet - Commerce</a>
Zacks Industry Rank	Bottom 49% (129 out of 252)

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



Last EPS Surprise	206.9%
Last Sales Surprise	5.8%
EPS F1 Est- 4 week change	-0.8%
Expected Report Date	10/29/2020
Earnings ESP	72.0%

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	3,105 E	3,658 E	3,988 E	4,204 E	15,490 E
2020	2,330 A	4,305 A	3,297 E	3,366 E	12,944 E
2019	1,945 A	2,343 A	2,305 A	2,533 A	9,127 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	-\$1.34 E	-\$0.58 E	-\$0.42 E	-\$0.58 E	-\$2.80 E
2020	-\$2.30 A	\$3.13 A	-\$0.80 E	-\$1.16 E	-\$3.13 E
2019	-\$1.62 A	-\$1.35 A	-\$2.23 A	-\$2.80 A	-\$8.03 A

\*Quarterly figures may not add up to annual.

P/E TTM	NA
P/E F1	NA
PEG F1	NA
P/S TTM	2.6

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 08/06/2020. The reports text is as of 08/07/2020.

## Overview

Wayfair Inc. is headquartered in Boston, Massachusetts. The company is one of the world's leading online sellers of home goods products, consisting of furniture and home decor.

Founded in 2002 as multiple e-commerce websites, the company came together as Wayfair.com in 2011. It operates worldwide through Wayfair.com and four other branded websites namely – Joss & Main, AllModern, Birch Lane and Perigold. The company currently offers more than 18 million products from more than 12,000 suppliers.

Additionally, the company operates in Canada, the U.K. and Germany through Wayfair.ca, Wayfair.co.uk and Wayfair.de, respectively.

The company has its own logistics network which contributed majorly to the total shipment of goods to the customers. The network is comprised of CastleGate and the Wayfair Delivery Network (WDN).

While CastleGate aids in minimizing damages and speeding up deliveries, WDN enables management of large parcel deliveries and facilitates last mile delivery services.

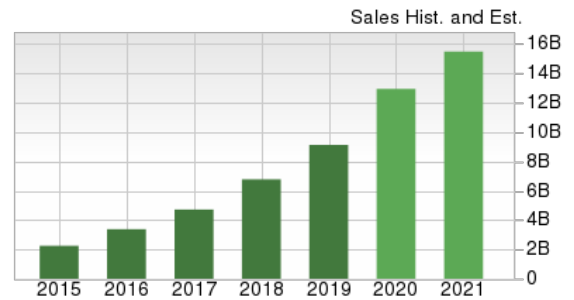
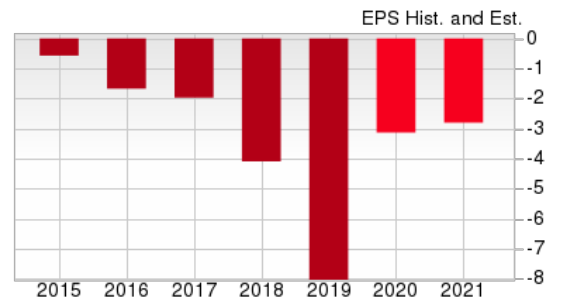
Wayfair generates net revenue from product sales through its five distinct sites and through sites operated by third parties. Wayfair also earns revenues from third-party advertisers that pay based on the number of advertisement-related clicks, actions, or impressions for ads placed on its sites.

Beginning fourth-quarter 2016, Wayfair changed its reportable segments from one to two. These segments are U.S. and International.

In 2019, the company generated a total revenue of \$9.13 billion. For the same year, U.S. accounted for 85.1% (up 33.6% from 2018) and International accounted for 14.9% (up 41% year over year).

The company had approximately 16,985 employees worldwide as of Dec 31, 2019.

The market for online home goods and furniture is very competitive, fragmented and rapidly changing. Wayfair competes across all segments of the home goods market. The competition includes furniture stores, big box retailers, department stores, specialty retailers, online retailers and marketplaces in the United States, Canada, the United Kingdom and Germany.



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## Reasons To Buy:

- ▲ Wayfair is the **leader in the growing homes goods market**. It is the second-largest participant in the United States online home goods market. The annual United States market for home goods is approximately \$270 billion, of which approximately 9% is sold online today as per the company's sec filing. This homes goods market is expected to continue to grow as the housing sector recovers, with rising affluence in specific demographics, driving demand for home goods items. Euromonitor also projects that the United States home goods market will grow about 2.5% annually through 2023. With the mass moving into new homes and the increasing use of online shopping, management expects online sales of home goods to increase. Moreover, with the company's aim to expand in international markets, Wayfair is bound to expand its sales and profits going forward.
  - ▲ Over the last few years, Wayfair has been taking steps to **strengthen its position in the international markets**. It has been making efforts to expand its business in Canada, the United Kingdom, and Germany. In pursuance of this strategy, the company has been building international infrastructure, growing international supplier network and establishing brand presence in selected countries. The company continues to witness strong growth in Canada with the launch of French language site and especially, CastleGate facility.
  - ▲ Wayfair has been witnessing strong growth across all its metrics. The percent of orders have increased steadily. In the second quarter, more than 50% of orders were from repeat customers, up 104.9% year over year. The increasing percentage of orders from repeat customers is a big positive for the company as it incurs less of advertising cost to reactivate a previous customer. Also, active customers increased 46% from the year-ago quarter to 26 million.
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Wayfair's leading market position in the home goods market, strong metrics growth, focus on international expansion, technology and strong balance sheet are positives

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## Reasons To Sell:

- ▼ Wayfair's **increased advertising spending might impact profitability**. The company needs to continuously spend on its advertising to entice new and existing customers and thereby expand its customer base. Also, about 70% of Wayfair's online home products can be found on Amazon with similar pricing on the latter's website. Therefore in order to compete well with Amazon, Wayfair may have to reduce its prices or spend more on advertising. These factors could impact the company's profits going forward.
- ▼ Wayfair faces **intense competition** from all segments of the home goods market. These include furniture stores, big box retailers, department stores, specialty retailers, online retailers such as Amazon and marketplaces in the U.S., Canada, the United Kingdom and Germany. We believe unhealthy competition might adversely affect both the top line and the bottom-line growth.
- ▼ **Adverse Currency Fluctuation May Dent Sales**: Wayfair has been expanding its operations in international markets too, and is therefore highly vulnerable to exchange rate volatility. The weakening of the British Pound and Canadian dollar vis-a-vis the United States dollar, may negatively affect sales.

The increasing advertising expenditure, intense competition and foreign currency fluctuation remain concerns.

## Last Earnings Report

### Wayfair Surpasses Q2 Earnings and Revenue Estimates

Wayfair Inc. reported second-quarter 2020 non-GAAP earnings of \$3.13 per share, which surpassed the Zacks Consensus Estimate of \$1.02.

Total revenues came in at \$4.30 billion, up 83.7% year over year. Also, the figure surpassed the Zacks Consensus Estimate by 5.8%.

The increase in revenues was driven by strong acceleration in new and repeat customer orders. Also, increase in active customers and strength in the company's direct retail business aided the year-over-year revenue growth.

**Quarter Ending** 06/2020

Report Date	Aug 05, 2020
Sales Surprise	5.81%
EPS Surprise	206.86%
Quarterly EPS	3.13
Annual EPS (TTM)	-4.20

### Quarter in Detail

Direct retail net revenues — including sales generated primarily through Wayfair's sites — were \$4.3 billion, which increased 84.2% year over year.

Active customers increased 46% from the prior-year quarter to 26 million. However, LTM net revenues per active customer decreased 1.6% year over year to \$440 million.

Total number of orders delivered in the reported quarter was 18.9 million, up 106.2% year over year. In addition, orders per customer for the quarter were 1.89 million, reflecting an increase of 1.6% from the year-ago period. Further, repeat customers placed 12.7 million orders in the second quarter, up 104.9% year over year.

### Operating Results

For the second quarter, Wayfair's gross margin was 30.7%, up 680 basis points on a year-over-year basis.

Adjusted EBITDA margin was 10.2% compared with (3%) in the year-ago quarter.

The company's operating expenses of \$1.02 billion increased 39.7% year over year. Operating income was \$274.2 million, wider than the prior-year loss of \$181.1 million.

### Balance Sheet & Cash Flow

At second quarter-end, cash, cash equivalents and short-term investments were \$2.4 billion, up from \$891 million in the prior quarter. Accounts receivables were \$119 million, up from \$110.3 million in the first quarter.

Cash from operations was \$1.14 billion and capital expenditure totaled \$44.8 million. Free cash flow was \$1.05 billion compared with (\$354.6) million in the first quarter.

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## Recent News

On Apr 20, 2020, Wayfair named Jim Miller as the permanent Chief Technology Officer of the company. He will continue to provide strategic direction and leadership for the rapid scaling of Wayfair's tech operations.

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## Valuation

Wayfair shares are up 246% in the year-to-date period and 154.6% over the trailing 12-month period. Stocks in the Zacks sub-industry is up 45.7% and the Zacks Retail-Wholesale sector is up 13.9% in the year-to-date period. Over the past year, the Zacks sub-industry is up 56.7% and the sector is up 20.7%.

The S&P 500 index is up 3.3% in the year-to-date period and 15.7% in the past year.

The stock is currently trading at 2.1X forward 12-month sales, which compares to 4.86X for the Zacks sub-industry, 1.27X for the Zacks sector and 3.63X for the S&P 500 index.

Over the past five years, the stock has traded as high as 2.1X and as low as 0.19X, with a 5-year median of 1.06X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$328 price target reflects 1.65X forward 12-month sales.

The table below shows summary valuation data for W

Valuation Multiples - W					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	2.1	4.86	1.27	3.63
	5-Year High	2.1	5.99	1.27	3.63
	5-Year Low	0.19	3.16	0.82	2.53
	5-Year Median	1.06	4.71	0.97	3.04
EV/Sales TTM	Current	1.99	5.39	1.32	2.97
	5-Year High	2.53	8.11	1.36	3.43
	5-Year Low	0.38	3.78	0.89	2.11
	5-Year Median	1.42	6.02	1.1	2.8

As of 08/06/2020

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## Industry Analysis Zacks Industry Rank: Bottom 49% (129 out of 252)



## Top Peers

Company (Ticker)	Rec	Rank
Amazon.com, Inc. (AMZN)	Neutral	3
eBay Inc. (EBAY)	Neutral	3
Expedia Group, Inc. (EXPE)	Neutral	4
Haverty Furniture Companies, Inc. (HVT)	Neutral	4
JD.com, Inc. (JD)	Neutral	1
Pinduoduo Inc. Sponsored ADR (PDD)	Neutral	3
Qurate Retail Group, Inc. (QRTEA)	Neutral	3
ZALANDO SE ADRS (ZLNDY)	Neutral	2

Industry Comparison Industry: Internet - Commerce				Industry Peers		
	W	X Industry	S&P 500	AMZN	EBAY	WMT
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	4
VGM Score	D	-	-	A	A	A
Market Cap	29.59 B	3.72 B	23.20 B	1,615.37 B	38.55 B	366.54 B
# of Analysts	12	3	14	14	12	14
Dividend Yield	0.00%	0.00%	1.78%	0.00%	1.16%	1.67%
Value Score	D	-	-	C	A	C
Cash/Price	0.04	0.10	0.07	0.05	0.14	0.04
EV/EBITDA	-46.92	7.86	13.21	42.21	14.48	12.31
PEG Ratio	NA	3.62	2.94	3.34	1.22	4.66
Price/Book (P/B)	NA	6.39	3.12	21.91	13.28	4.95
Price/Cash Flow (P/CF)	NA	18.25	12.27	48.10	16.50	14.61
P/E (F1)	NA	53.99	21.69	100.79	15.37	26.24
Price/Sales (P/S)	2.58	2.59	2.48	5.02	3.60	0.69
Earnings Yield	-1.00%	0.53%	4.39%	0.99%	6.50%	3.81%
Debt/Equity	-3.62	0.33	0.77	0.45	2.95	0.85
Cash Flow (\$/share)	-7.77	0.47	6.94	67.05	3.34	8.85
Growth Score	B	-	-	A	B	A
Hist. EPS Growth (3-5 yrs)	NA%	10.52%	10.46%	97.34%	5.56%	1.81%
Proj. EPS Growth (F1/F0)	61.01%	2.22%	-6.80%	39.06%	26.65%	0.00%
Curr. Cash Flow Growth	104.27%	1.48%	5.39%	31.33%	8.64%	-0.12%
Hist. Cash Flow Growth (3-5 yrs)	NA%	11.42%	8.55%	49.26%	-6.76%	-0.31%
Current Ratio	1.26	1.57	1.33	1.18	1.58	0.77
Debt/Capital	NA%	29.71%	44.50%	31.00%	74.71%	46.01%
Net Margin	-5.35%	-4.10%	10.13%	4.10%	46.91%	2.81%
Return on Equity	NA%	4.13%	14.39%	20.47%	77.65%	18.33%
Sales/Assets	3.51	1.33	0.51	1.42	0.56	2.27
Proj. Sales Growth (F1/F0)	41.82%	0.00%	-1.51%	31.31%	-0.22%	4.07%
Momentum Score	F	-	-	A	A	C
Daily Price Chg	3.75%	0.00%	-0.04%	0.62%	-2.79%	-0.35%
1 Week Price Chg	19.44%	1.00%	0.14%	5.18%	0.29%	-1.40%
4 Week Price Chg	36.59%	5.86%	7.78%	1.33%	-6.99%	1.25%
12 Week Price Chg	80.81%	37.18%	17.48%	35.00%	31.03%	4.80%
52 Week Price Chg	149.88%	43.08%	0.68%	75.95%	33.53%	19.19%
20 Day Average Volume	2,035,061	318,119	2,057,775	5,430,710	9,507,842	6,966,449
(F1) EPS Est 1 week change	-0.40%	0.00%	0.00%	34.33%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.84%	0.00%	1.36%	59.34%	3.44%	-0.06%
(F1) EPS Est 12 week change	-0.84%	-0.42%	1.57%	62.03%	17.49%	-1.44%
(Q1) EPS Est Mthly Chg	-2.06%	0.00%	0.54%	47.95%	7.70%	-0.09%

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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 have an excellent 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.

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### 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	D
Growth Score	B
Momentum Score	F
VGM Score	D

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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