

Wheaton Precious (WPM)

\$49.99 (As of 09/22/20)

Price Target (6-12 Months): **\$52.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 12/10/18)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:D

Value: F

Growth: D

Momentum: A

Summary

Wheaton has revised production guidance for the current year to reflect the previously-announced temporary suspensions at its six partner mining operations due to the pandemic. Estimated attributable production is now projected between 655,000 GEOs and 685,000 GEOs for 2020, down from the prior range of 685,000 GEOs to 725,000 GEOs. Wheaton expects mining operations to continue through the remainder of the year without any major interruptions. Wheaton's mine expansion activities, strong cash position, operating cash flows combined with available credit capacity provide scope for continued investments to acquire additional accretive precious metals. Moreover, the company's focus on corporate development front, lowering debt levels, growing its high-quality portfolio of assets as well as a bullish precious metals markets will drive growth.

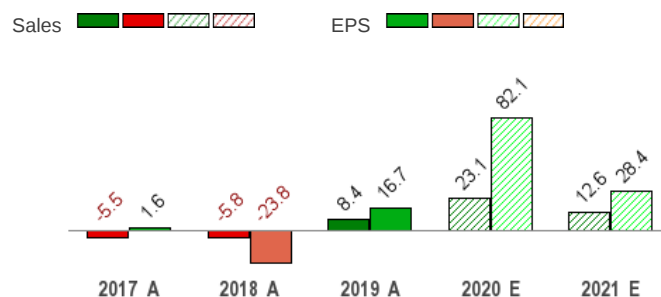
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$57.89 - \$18.66
20-Day Average Volume (Shares)	1,824,575
Market Cap	\$22.4 B
Year-To-Date Price Change	68.0%
Beta	0.52
Dividend / Dividend Yield	\$0.40 / 0.8%
Industry	Mining - Miscellaneous
Zacks Industry Rank	Top 39% (98 out of 251)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	15.8%
Last Sales Surprise	19.2%
EPS F1 Estimate 4-Week Change	0.2%
Expected Report Date	11/12/2020
Earnings ESP	0.0%
P/E TTM	64.9
P/E F1	49.0
PEG F1	9.8
P/S TTM	23.6

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	280 E	279 E	283 E	288 E	1,194 E
2020	255 A	248 A	281 E	289 E	1,060 E
2019	225 A	189 A	224 A	223 A	861 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.27 E	\$0.27 E	\$0.28 E	\$0.28 E	\$1.31 E
2020	\$0.22 A	\$0.22 A	\$0.28 E	\$0.29 E	\$1.02 E
2019	\$0.13 A	\$0.10 A	\$0.16 A	\$0.17 A	\$0.56 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 09/22/2020. The reports text is as of 09/23/2020.

Overview

Wheaton Precious Metals is one of the largest precious metal streaming companies in the world that generates its revenues primarily from the sale of gold, silver and palladium.

Wheaton currently has streaming agreements that cover 19 operating mines and 9 development stage projects. The company's production profile is driven by a high-quality portfolio of low-cost, long-life assets that include a gold stream on Vale's Salobo mine, silver streams on Glencore's Antamina mine and Goldcorp's Peñasquito mine.

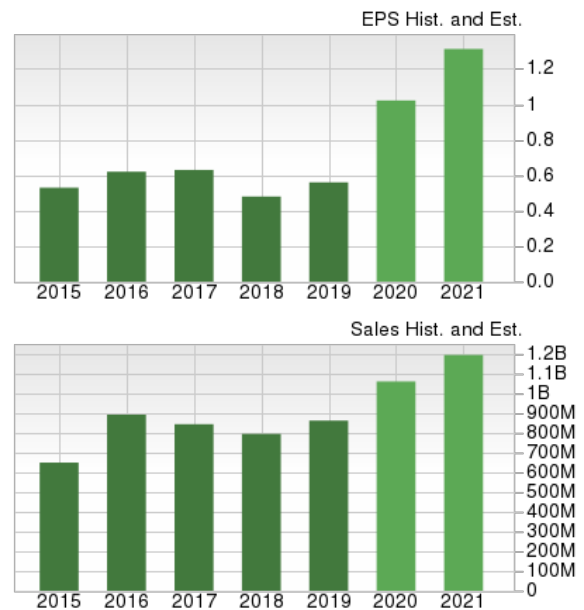
The company offers investors leverage to increasing precious metals prices, a sustainable dividend payout as well as organic and acquisition growth opportunities.

Wheaton's operating costs are contractually set at the time the stream is entered into, which enables investors to benefit from cost predictability and strong margin growth amid rising metal prices.

Wheaton was very active on the corporate development front in 2018. It has added two new low-cost, long-life assets to high-quality portfolio — the Voisey's Bay mine and the Stillwater mines.

The company has entered into 23 long-term purchase agreements with 17 different mining companies for the purchase of precious metals and cobalt (precious metal purchase agreements or "PMPA"). Following the PMPAs, Wheaton acquires metal production from the counterparties for an initial upfront payment plus an additional cash payment for each ounce or pound delivered that is fixed by contract, generally at or below the prevailing market price.

The primary drivers of the company's financial results are the volume of metal production at the various mines to which the PMPAs relate and the price realized by Wheaton upon the sale of the metals received.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ Wheaton generates its revenues primarily from the sale of precious metals that includes gold, silver and palladium. The company has diversified portfolio of high-quality, long-life assets. Wheaton's six partner mines (Constancia, Yauliyacu, San Dimas, Los Filos, Peñasquito and Antamina) have resumed operations, which were temporarily suspended due to the pandemic. Wheaton expects mining operations to continue throughout the remainder of the year. The company's long-term production forecast remains unchanged at 750,000 gold equivalent ounces ("GEO"s) per year on average between 2020 and 2024.
- ▲ Wheaton remains focused on mine exploration and expansion activities. Newmont stated that mine activities at the Penasquito mine reached pre-pandemic levels by mid-June. The company expects higher production of silver grade at Penasquito mine in the current year. In October, Vale invested in the Salobo III mine expansion, wherein 54% expansion has been completed at the end of second-quarter 2020. Vale anticipates that the Salobo expansion is scheduled to commence in the first half of 2022. This will enhance the mine's throughput capacity to 36 million ton per annum (Mtpa) from current level of 24 Mtpa. First Majestic stated that mill modernization and optimization programs have resumed at the San Dimas mine, including the mid-May delivery of the 3,000 tons per day high intensity grinding mill ("HIG"). As a result of the temporary suspension during the quarter, First Majestic expects the assembly and installation of the new HIG mill to be completed in the second quarter of 2021. These expansion projects are expected to be growth drivers in the coming years.
- ▲ Wheaton is focused on adding additional production capacity from high-quality accretive metals. Moreover, its business model focuses on reducing risk while leveraging higher commodity prices. Wheaton remains active on corporate development front and focused on growing high-quality portfolio of assets. On Jun 22, Wheaton entered into an agreement to purchase precious metals stream from Caldas Gold Corp. to purchase 6.5% of the gold production and 100% of the silver production from the Marmato Project located in Colombia. On Jun 24, Alexco Resource Corp stated its plan to recommence mining operations in the Keno Hill Silver District with ore production, mill commissioning, and concentrate sales planned for fourth-quarter 2020. Wheaton is entitled to 25% of the payable silver production from Keno Hill.
- ▲ Wheaton's efforts to reduce its debt levels appear encouraging. The company's long-term debt was \$644 million at the end of second-quarter 2020. This has been lowered from \$719 million at the end of first-quarter 2020. Its total debt to total capital ratio stands at 10.6, lower than its industry's 31.1. During the second quarter, the company repaid \$75 million on the revolving facility and made dividend payments totaling \$83 million. As of Jun 30, 2020, the company had cash and cash equivalents \$132 million. Wheaton's cash position, strong operating cash flows combined with available credit capacity, enables the company to invest as well as sustain dividend policy. They also provide flexibility to acquire additional accretive precious metals.
- ▲ Gold prices have been up 25.1% so far this year fueled by the overall slowdown in manufacturing activity, rate cuts, geopolitical tensions, and apprehensions regarding the coronavirus outbreak. Going forward, the combination of lower mined gold supply and higher demand, and geopolitical tensions are likely to drive prices north. This bodes well for Wheaton. Given the bullish precious metals markets and high-quality portfolio of assets, Wheaton is focused on creating sustainable value for shareholders.

Wheaton is poised to gain from diversified portfolio of high-quality and long-life assets, mine expansions and acquisitions. Further, strong cash position will drive growth.

Reasons To Sell:

- ▼ The company has revised the current-year production guidance to reflect the previously-announced temporary suspensions at its six mining partners operations due to government restrictions on reducing the spread of COVID-19. Estimated attributable production is estimated between 655,000 GEOs and 685,000 GEOs, down from the prior range of 685,000 GEOs to 725,000 GEOs. Gold production is expected in the band of 365,000-385,000 ounces, down from the earlier forecast of 390,000-410,000 ounces. Silver production is expected between 21 million ounces and 22.5 million ounces, lower than the prior estimate of 22-23.5 million ounces. Palladium production forecast remains unchanged in the band of 23,000-24,500 ounces. The company expects the pandemic to impact its production and sales volumes.
- ▼ Wheaton's financials will likely be affected by changes in the market price of commodities underlying the royalties, streams, working interests and investments. Palladium prices have dipped on worries of a further supply shortage in 2020 amid rapidly rising demand from automakers. However, silver prices have started to gain momentum. Thus, decline in the commodity prices is likely to affect the company's revenues. Sustained low prices are also expected to have a material adverse impact on the company's financial position and ability to raise capital.
- ▼ Wheaton is engaged in exploration, development and mining opportunities in the resource industry and acquisitions. Thus, the company will likely incur higher debt related to acquisitions. The company is also exposed to liquidity risks in meeting operating expenditures.

Wheaton's results likely be hurt by changes in the prices of precious metals and cobalt. The pandemic will keep denting the company's production and sales volumes.

Last Earnings Report

Wheaton's Q2 Earnings & Revenues Top Estimates, Up Y/Y

Wheaton reported adjusted earnings of 22 cents per share in second-quarter 2020, beating the Zacks Consensus Estimate of 19 cents. The bottom-line figure also surged 131% year over year.

The company generated revenues of \$248 million in the reported quarter, up 31% on a year-over-year basis. Also, the top line outpaced the Zacks Consensus Estimate of \$208 million. This upside was driven by a 24% increase in the average realized gold equivalent price and 6% growth in the number of Gold Equivalent Ounces (GEOs) sold.

Wheaton's attributable gold production was 88,631 ounces, down from the prior-year quarter's 100,908 ounces. Attributable silver production decreased 24.3% year over year to 3,650 ounces, while palladium production inched up 0.4% year over year to 5,759 ounces. Production during the April-June quarter was hurt by temporary shutdowns of some mine operations on account of the coronavirus pandemic.

The company sold 156,188 GEOs in the June-end quarter, up from the prior-year quarter's 148,004 GEOs.

Prices

In second-quarter 2020, average gold price was \$1,716 per ounce, 30% higher than the year-ago quarter figure. Silver prices averaged \$16.73 per ounce in the reported quarter, up 12% year over year. Palladium prices jumped 39% year over year to \$1,917 per ounce.

Financial Position

The company had around \$132 million of cash in hand as of Jun 30, 2020, up from \$104 million as of Dec 31, 2019. It recorded an operating cash flow of \$152 million in the reported quarter compared with the prior-year period's \$109 million. The company had \$641 million outstanding under its revolving credit facility of \$2 billion. During the June-end quarter, Wheaton repaid \$75 million under the Revolving Facility. During the second quarter end the company reduced net debt by \$80 million to \$509 million.

Guidance

Wheaton has provided the production guidance for the current year. Mining operators have now resumed operations that had been suspended due to the pandemic. The company expects mining operations to continue throughout the remainder of the year without major interruptions.

Estimated attributable production is estimated between 655,000 GEOs and 685,000 GEOs, down from the prior range of 685,000 GEOs to 725,000 GEOs. Gold production is expected in the band of 365,000-385,000 ounces, down from the earlier forecast of 390,000-410,000 ounces. Silver production is expected between 21 million ounces and 22.5 million ounces, lower than the prior estimate of 22-23.5 million ounces. Palladium production forecast remains unchanged in the band of 23,000-24,500 ounces. For the five-year period ending 2024, the company projects average annual gold equivalent production to be 750,000 ounces.

Business Updates

In the reported quarter, Wheaton entered into an agreement to purchase precious metals stream from Caldas Gold Corp. for developing the Marmato Project in Colombia. Moreover, the company announced the launch of a \$5-million Community Support and Response Fund (CSR) to support the global efforts to combat the pandemic and its impact on communities.

Quarter Ending	06/2020
Report Date	Aug 12, 2020
Sales Surprise	19.17%
EPS Surprise	15.79%
Quarterly EPS	0.22
Annual EPS (TTM)	0.76

Recent News

Wheaton's Arm to Buy Precious Metals Stream From Caldas Gold

On Jun 22, 2020, Wheaton announced that its wholly-owned subsidiary, Wheaton Precious Metals International Ltd., has entered into an agreement to purchase precious metals stream from Caldas Gold Corp. for developing the Marmato Project in Colombia. Per the agreement, Wheaton International will purchase 6.5% of the gold production and 100% of the silver production until 190,000 ounces of gold and 2.15 million ounces of silver have been delivered. Following this, the company will purchase 3.25% of the gold production and 50% of the silver production for the life of the project.

Wheaton International will pay a total cash consideration of \$110 million, out of which \$38 million is payable upon closing the deal while the remaining amount is payable during the construction of the project. Apart from this, Wheaton International will make payments for 18% of the gold and silver spot price until the uncredited balance of the upfront payment is reduced to zero. Thereafter, the company will pay 22% of the spot gold and silver price for all payable gold and silver delivered.

Caldas Gold's Marmato Project includes an Upper Mine operation and the development of Marmato Deep Zone ("MDZ"), both of which are covered by the precious metals stream. In 2019, the Upper Mine produced 25,750 ounces of gold and 39,560 ounces of silver.

Valuation

Wheaton's shares are up 68.1% in the year-to-date period and 75.8% over the past year. Stocks in the Zacks Mining - Miscellaneous industry and the Zacks Basics Materials sector are up 6.7% and down 0.5% in the year-to-date period, respectively. Over the trailing 12-month period, the Zacks sub-industry and sector are up 17.2% and 7.4%, respectively.

The S&P 500 index is up 2.9% in the year-to-date period and 12.3% in the past year.

The stock is currently trading at 40.53X forward 12-month earnings, which compares to 9.09X for the Zacks sub-industry, 13.53X for the Zacks sector and 21.81X for the S&P 500 index.

Over the past five years, the stock has traded as high as 52.35X and as low as 16.72X, with a 5-year median of 31.05X.

Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$52 price target reflects 42.15X forward 12-month earnings.

The table below shows summary valuation data for WPM:

Valuation Multiples - WPM					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	40.53	9.09	13.53	21.81
	5-Year High	52.35	33.26	21.06	23.44
	5-Year Low	16.72	8.12	9.84	15.26
	5-Year Median	31.05	10.15	13.5	17.63
EV/EBITDA TTM	Current	37	42.38	7.84	14.33
	5-Year High	43.31	44.61	18.55	15.61
	5-Year Low	7.01	14.61	6.51	9.51
	5-Year Median	17.77	22.41	10.26	13.01
P/B TTM	Current	4.14	1.32	2.22	5.7
	5-Year High	4.66	4.21	3.07	6.17
	5-Year Low	1.02	0.46	1.23	3.75
	5-Year Median	1.87	1.87	2.21	4.84

As of 09/22/2020 Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 39% (98 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Pan American Silver Corp. (PAAS)	Outperform	1
First Majestic Silver Corp. (AG)	Neutral	4
Avino Silver (ASM)	Neutral	3
FrancoNevada Corporation (FNV)	Neutral	3
Fortuna Silver Mines Inc. (FSM)	Neutral	2
Great Panther Silver Limited (GPL)	Neutral	3
MAG Silver Corporation (MAG)	Neutral	3
Silvercorp Metals Inc. (SVM)	Neutral	2

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

Industry Comparison Industry: Mining - Miscellaneous				Industry Peers		
	WPM	X Industry	S&P 500	GPL	MAG	SVM
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	3	2
VGM Score	D	-	-	A	F	D
Market Cap	22.44 B	154.06 M	22.78 B	331.78 M	1.52 B	1.37 B
# of Analysts	11	2	13	2	4	1
Dividend Yield	0.80%	0.00%	1.7%	0.00%	0.00%	0.32%
Value Score	F	-	-	C	F	F
Cash/Price	0.01	0.07	0.07	0.17	0.05	0.12
EV/EBITDA	59.70	-5.86	12.89	-26.10	-321.96	15.16
PEG F1	9.80	3.12	2.91	NA	NA	NA
P/B	4.14	1.63	3.17	4.49	5.84	2.91
P/CF	43.83	5.91	12.48	13.62	NA	23.96
P/E F1	49.01	16.88	20.84	15.67	NA	31.40
P/S TTM	23.64	2.00	2.44	1.32	NA	8.58
Earnings Yield	2.04%	-0.88%	4.53%	-5.32%	-0.99%	3.18%
Debt/Equity	0.12	0.01	0.70	0.10	0.00	0.00
Cash Flow (\$/share)	1.14	-0.01	6.93	0.07	-0.05	0.33
Growth Score	D	-	-	A	D	C
Historical EPS Growth (3-5 Years)	0.81%	8.97%	10.41%	NA	NA	37.66%
Projected EPS Growth (F1/F0)	82.46%	11.99%	-4.56%	76.32%	-220.00%	25.00%
Current Cash Flow Growth	9.33%	-1.36%	5.26%	-431.69%	-25.35%	6.54%
Historical Cash Flow Growth (3-5 Years)	3.57%	7.89%	8.49%	44.51%	9.22%	8.73%
Current Ratio	2.73	2.09	1.35	1.06	116.52	5.13
Debt/Capital	10.62%	6.65%	42.95%	9.29%	0.16%	0.30%
Net Margin	37.30%	-26.09%	10.25%	-26.26%	NA	23.23%
Return on Equity	6.50%	-7.57%	14.66%	8.41%	-7.53%	6.67%
Sales/Assets	0.15	0.29	0.50	0.94	NA	0.30
Projected Sales Growth (F1/F0)	23.01%	0.00%	-1.44%	28.29%	NA	20.70%
Momentum Score	A	-	-	A	F	C
Daily Price Change	1.03%	0.00%	-2.45%	-1.04%	-1.41%	0.26%
1-Week Price Change	-3.14%	1.10%	0.79%	4.08%	12.52%	4.71%
4-Week Price Change	-2.69%	-0.50%	-3.66%	-1.58%	6.68%	5.65%
12-Week Price Change	13.48%	13.62%	5.24%	88.02%	14.47%	46.18%
52-Week Price Change	75.77%	11.18%	-2.08%	21.96%	29.85%	71.02%
20-Day Average Volume (Shares)	1,824,575	123,556	2,038,285	2,499,749	554,324	1,447,827
EPS F1 Estimate 1-Week Change	0.18%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.18%	0.00%	0.00%	20.00%	-18.52%	5.00%
EPS F1 Estimate 12-Week Change	11.98%	10.39%	4.10%	50.00%	-37.93%	10.53%
EPS Q1 Estimate Monthly Change	0.30%	0.00%	0.00%	20.00%	-45.83%	-28.57%

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	F
Growth Score	D
Momentum Score	A
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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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.