Nov 04, 2020

# Watts Water (WTS)

**$115.91** (As of 11/03/20)

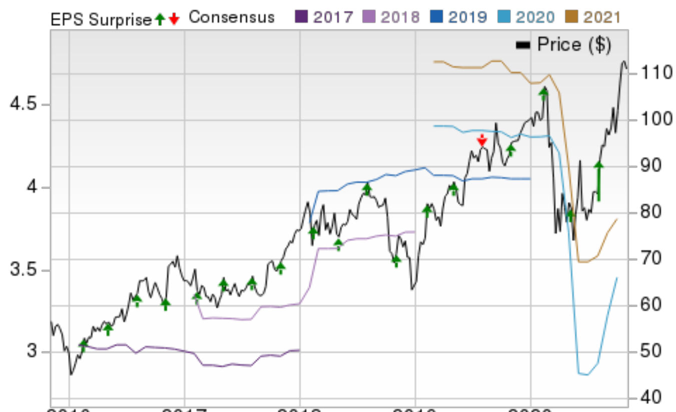
Price Target (6-12 Months): **$122.00**

| | | |
|---|---|---|
| Long Term: 6-12 Months | **Zacks Recommendation:** (Since: 10/05/20) Prior Recommendation: Outperform | **Neutral** |
| Short Term: 1-3 Months | **Zacks Rank:** (1-5) | **2-Buy** |
| | Zacks Style Scores: | VGM:C |
| | Value: D \| Growth: B \| Momentum: D | |

## Summary

Watts Water is focused on enhancing organic growth, driving margin expansion and reinvesting in productivity initiatives. The company aims to launch smart and connected products, which are likely to give it a further edge in the marketplace. It is committed to enhancing shareholder value and executing a balanced cash allocation plan while following a long-term strategy of growing the business organically and through acquisitions. It focuses on new product development, geographic expansion and key account management. However, the company's Europe segment is exposed to volatility in organic sales due to softness in the fluid solutions platform. Soft economic growth in the Asian markets is likely to put pressure on profitability. The company withdrew its 2020 guidance due to uncertainties stemming from the COVID-19 pandemic.

## Price, Consensus & Surprise

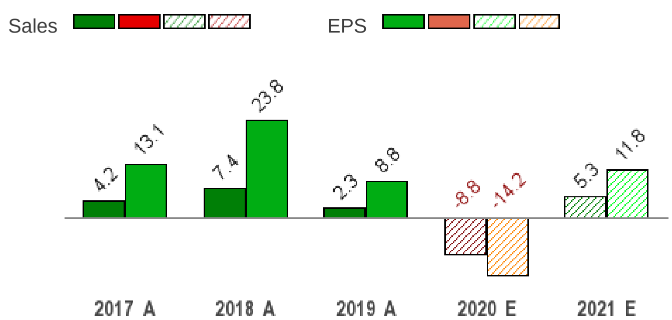



*Source: Zacks Investment Research*

## Data Overview

| | |
|---|---|
| 52-Week High-Low | **$116.83 - $69.02** |
| 20-Day Average Volume (Shares) | **174,142** |
| Market Cap | **$3.9 B** |
| Year-To-Date Price Change | **16.2%** |
| Beta | **0.92** |
| Dividend / Dividend Yield | **$0.92 / 0.8%** |
| Industry | **Instruments - Control** |
| Zacks Industry Rank | **Top 39% (98 out of 249)** |
| Last EPS Surprise | **89.7%** |
| Last Sales Surprise | **6.8%** |
| EPS F1 Estimate 4-Week Change | **0.5%** |
| Expected Report Date | **11/04/2020** |
| Earnings ESP | **8.1%** |
| P/E TTM | **31.1** |
| P/E F1 | **33.2** |
| PEG F1 | **4.2** |
| P/S TTM | **2.6** |

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




## Sales Estimates (millions of $)

| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2021 | 404 E | 375 E | 382 E | 388 E | 1,538 E |
| 2020 | 383 A | 339 A | 362 E | 377 E | 1,460 E |
| 2019 | 389 A | 417 A | 395 A | 400 A | 1,601 A |

## EPS Estimates

| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2021 | $1.02 E | $0.94 E | $0.99 E | $0.97 E | $3.90 E |
| 2020 | $0.95 A | $0.74 A | $0.89 E | $0.89 E | $3.49 E |
| 2019 | $0.94 A | $1.09 A | $1.04 A | $1.00 A | $4.07 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 11/03/2020. The reports text is as of 11/04/2020.

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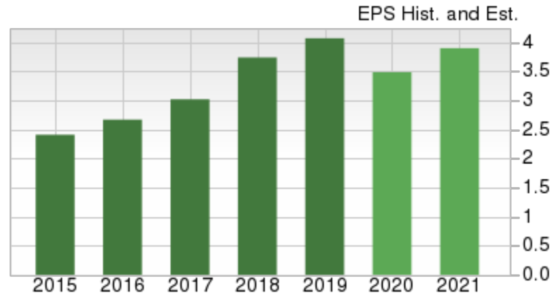
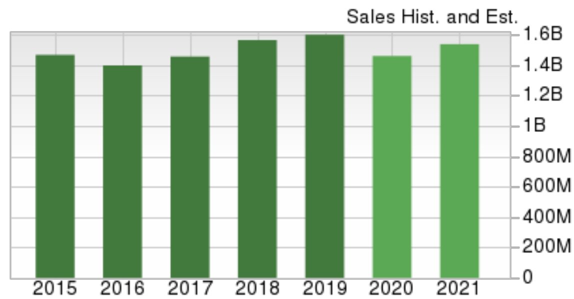
## Overview

Headquartered in North Andover, MA, Watts Water Technologies, Inc. designs, manufactures and sells various water safety and flow control products for the water quality, water conservation, water safety, and water flow control markets. The company reports its business under three geographic segments: Americas (70.1% of total revenues in second-quarter 2020), Europe (26%) and APMEA consisting of Asia-Pacific, Middle East, and Africa (3.9%).




Watts Water classifies its wide range of products under four universal product lines –

- Residential & commercial flow control products — includes products typically sold into plumbing and hot water applications such as backflow preventers, water pressure regulators, temperature and pressure relief valves, and thermostatic mixing valves.

- HVAC (heating, ventilation and air conditioning) & gas products — includes hydronic and electric heating systems for under-floor radiant applications, hydronic pump groups for boiler manufacturers and alternative energy control packages, and flexible stainless steel connectors for natural and liquid propane gas in commercial food service and residential applications.

- Drainage & water re-use products — includes drainage products and engineered rain water harvesting solutions for commercial, industrial, marine and residential applications.

- Water quality products — includes point-of-use and point-of-entry water filtration, conditioning and scale prevention systems for both commercial and residential applications.

These products are sold to wholesale distributors, original equipment manufacturers (OEMs) and major do-it-yourself (DIY) chains.


*Source: Zacks Investment Research*

## Reasons To Buy:

▲ Watts Water is focused on accelerating organic growth, drive margin expansion and reinvest in growth and productivity initiatives. Watts Water aims to launch smart and connected products, which are likely to provide it with further differentiation in the marketplace. Moreover, the company is committed to enhancing shareholder value and executing a balanced cash allocation strategy while following its long-term strategy of growing the business organically and through acquisitions. It has started to realize the expected benefits of portfolio rationalization, footprint optimization and global sourcing while simultaneously reinvesting for future growth. The company focuses on augmenting growth through new product development, geographic expansion and key account management. These initiatives are anticipated to be conducive to top-line growth and margin expansion in 2020.

> Watts Water is committed to enhancing shareholder value and executing its balanced cash allocation strategy, while following a long-term strategy of expanding the business through holistic growth.

▲ Watts Water's operating margin expansion will likely be driven by higher volume and productivity increment efforts, including restructuring savings. The company continues to reinvest a portion of the productivity savings in selling and marketing, R&D and IT systems to fund future growth. The company believes Asia-Pacific segment's margin will expand primarily driven by higher volume. Furthermore, operating margin in the Americas segment will expand driven by volume leverage and productivity initiatives. Watts Water expects that its pricing actions should also help to partly mitigate commodity inflation. Thus, the company's pricing actions and restructuring benefits are expected to drive margins.

▲ Watts Water strives to invest in product innovation. Focus on differentiated product offerings provides greater opportunity to augment its market position. The company consistently looks for strategic opportunities to invest in new products. It also remains focused on maintaining stringent quality control and testing procedures at each manufacturing facilities. Over the past years, Watts Water has consistently invested in sales and marketing, and R&D to bring new products into the market. The acquisition of California-based manufacturing company Backflow Direct LLC is expected to cater a wide range of customers by leveraging broader product portfolio and R&D efforts. The company also acquired Australian Valve Group Pty Ltd (AVG) in an all-cash transaction on Jul 3.

▲ As of Jun 28, the company had $148 million in cash and equivalents with $263 million of long-term debt compared with the respective tallies of $245 million and $297 million at the end of the previous quarter. Watts Water currently has a debt-to-capital ratio of 0.28 compared with 0.51 of the sub-industry. This signifies that the company is more likely to fulfill its debt obligations in the near term. Also, it has a low net debt leverage ratio of 0.5x. Contrary to the prior practice of suspending the stock buyback program, Watts Water restored the share repurchase program effective Jun 29. The times interest earned (TIE) ratio is 12.8 compared with 3.7 of the sub-industry. This shows that the company is more likely to meet its financial obligations. It is to be seen whether Watts Water can sustain the momentum in the coming days amid disruptions caused by the COVID-19 crisis.

## Reasons To Sell:

- Material cost inflation, resulting from potential trade restrictions due to latent trade war and the coronavirus pandemic, is likely to affect Watts Water's margins in the near term. Transportation cost is also rising due to oil price increases and labor shortages. In case the company is unable to pass on increases in raw material to its customers in the future, its profitability will be affected.

Raw material inflation due to the potential imposition of tariffs, increased internal investments and product rationalization costs are likely to impact Watts Water's margins in the near term.

- Watts Water's Europe segment remains exposed to volatility in its organic sales primarily due to softness in the fluid solutions platform, owing to decline in water, plumbing and heating, ventilation, and air conditioning (HVAC) products. In addition, the underlying trends in the Eurozone economy remain unclear. This might affect the company's growth trajectory and profitability going forward. Also, an increased internal investment is likely to impact margin expansion in the near term.

- On a year-over-year basis, management expects organic revenues to decline at a rate of 8-12% in third-quarter 2020, with all segments witnessing decelerating trends. In addition, margins are likely to remain under pressure due to adverse foreign currency translation with continued dollar strength. Soft economic growth in the Asian markets is further expected to erode the profitability of the company. With about a quarter of the raw materials reportedly sourced from China, continued bitter bilateral trade relations are further likely to increase the operating costs of the company.

## Last Earnings Report

**Watts Water Q2 Earnings and Revenues Surpass Estimates**

| Quarter Ending | 06/2020 |
| --- | --- |
| Report Date | Aug 03, 2020 |
| Sales Surprise | 6.84% |
| EPS Surprise | 89.74% |
| Quarterly EPS | 0.74 |
| Annual EPS (TTM) | 3.73 |

Despite coronavirus-induced adversities, Watts Water reported relatively healthy second-quarter 2020 results, with the top and the bottom line surpassing the Zacks Consensus Estimate. However, it witnessed top-line contractions due to lower demand triggered by the adverse impact of the coronavirus pandemic.

### Net Income

On a reported basis, quarterly net income was $20.2 million or 59 cents per share compared with $36.4 million or $1.06 per share in the year-ago quarter. The year-over-year decline was primarily caused due to top-line contraction.

Second-quarter adjusted net income was $25.2 million or 74 cents per share compared with $37.3 million or $1.09 per share in the year-earlier quarter. The bottom line surpassed the Zacks Consensus Estimate by 35 cents.

### Revenues

On a reported basis, quarterly net sales declined 18.7% year over year to $338.7 million, driven by lower demand due to the virus outbreak. Nevertheless, the top line surpassed the Zacks Consensus Estimate of $317 million. Organic sales declined 18.6% year over year.

### Quarterly Segment Results

**Americas:** Net sales fell 17.3% year over year to $237.4 million. Organic sales declined 18% due to weak demand of drains and heating, plumbing and hot water products. Adjusted operating income dropped 30% to $35.5 million as benefits from price and productivity savings on the back of cost saving initiatives were more than offset by higher investments and lower volumes due to COVID-19 impact.

**Europe:** Net sales declined 22.2% year over year to $88.1 million, affected by foreign exchange movements. Organic sales were down 21% with major declines in all regions and product lines owing to the global pandemic. The segment's adjusted operating income was $8.9 million compared with $14.1 million in the year-ago quarter. This was mostly led by lower volumes and higher investments, partially offset by productivity and cost-saving initiatives.

**Asia-Pacific, Middle East and Africa (APMEA):** Net sales dropped 20.5% to $13.2 million. Organic sales declined 18% due to lower demand in most regions owing to COVID-19 pandemic. Adjusted operating income came in at $1.7 million compared with $1.2 million in the prior-year quarter. The year-over-year improvement was mainly driven by productivity initiatives and higher affiliate volume. However, it was partially offset by higher investments and lower third-party volume due to COVID-19 impact.

### Other Details

Cost of goods sold in the second quarter fell 15.9% year over year to $203.8 million, while gross profit was down to $134.9 million from $174.6 million in the prior-year quarter. Operating income was $31 million, down 42.9%. GAAP operating margin was down 380 basis points (bps) to 9.2%, while adjusted operating margin was 11.1%, down 220 bps. The company recorded $6.7 million of restructuring and impairment charges.

### Cash Flow & Liquidity

For the first six months of fiscal 2020, Watts Water generated $47.3 million of net cash from operating activities compared with $19.7 million in the year-ago quarter. Free cash flow came in at $25 million in the first half of the year compared with $5.4 million in the prior-year period. The improvement was primarily attributable to lower working capital requirements. As of Jun 28, the company had $148.7 million in cash and equivalents and $262.5 million of long-term debt (net of current portion).

Watts Water has a low net debt leverage ratio of 0.5x. The company repurchased about 79,000 shares for $6.4 million during the quarter. The company restored the share repurchase program effective Jun 29, 2020. Impressively, the company repatriated nearly $56 million in the reported quarter and leveraged a significant chunk of the amount to reduce its debt load.

### Moving Ahead

Although the company has not provided a definitive financial outlook for third quarter 2020, the company expects near-term volatility to continue due to the coronavirus-led pandemonium despite the underlying strength of the resilient business model and the diligent execution of operational plans. Notably, the company has acquired Australian Valve Group Pty Ltd (AVG) in an all-cash transaction on Jul 3.

As stated in the previous quarter, management decided to withdraw guidance for 2020 owing to uncertainty over the impact of coronavirus on long-term revenues and visibility. Nevertheless, Watts Water expects sales and margins to improve in the next quarter compared with second quarter 2020. On an organic basis, revenues are expected to witness a year-over-year decline of 8-12%. Further, the company has undertaken various cost-management initiatives to tide over the storm. These include cost actions through headcount reductions, furloughs and reduced discretionary spending.

## Recent News

On Jul 8, 2020, Watts Water announced that through its partnership with Planet Water Foundation, it funded the installation of AquaTower water filtration systems at two schools in Aguascalientes, Mexico. This will provide clean drinking water for children and families in need.

## Valuation

Watts Water's shares are up 23.1% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 9.4% over the past year, but stocks in the Zacks Computer and Technology sector are up 29.7% in the same period.

The S&P 500 Index is up 10.2% in the past year.

The stock is currently trading at 3.96X trailing 12-month book value, which compares to 3.22X for the Zacks sub-industry, 7.65X for the Zacks sector and 5.58X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 3.96X and as low as 2.02X, with a 5-year median of 3X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $122 price target reflects 30.81X trailing 12-month book value.

The table below shows summary valuation data for WTS

**Valuation Multiples - WTS**

| | | Stock | Sub-Industry | Sector | S&P 500 |
|---|---|---|---|---|---|
| P/B TTM | Current | 3.96 | 3.22 | 7.65 | 5.58 |
| | 5-Year High | 3.96 | 4.16 | 8.31 | 6.17 |
| | 5-Year Low | 2.02 | 1.9 | 4.09 | 3.74 |
| | 5-Year Median | 3 | 3.43 | 5.59 | 4.89 |
| P/E F12M | Current | 30.78 | 20.9 | 25.68 | 21.41 |
| | 5-Year High | 30.78 | 21.62 | 27.99 | 23.47 |
| | 5-Year Low | 15.04 | 12.28 | 16.95 | 15.27 |
| | 5-Year Median | 21.04 | 15.81 | 19.94 | 17.7 |
| P/S F12M | Current | 2.58 | 2.32 | 4.01 | 3.96 |
| | 5-Year High | 2.58 | 2.42 | 4.48 | 4.3 |
| | 5-Year Low | 1.09 | 1.53 | 2.77 | 3.17 |
| | 5-Year Median | 1.65 | 2.07 | 3.44 | 3.67 |

*As of 11/03/2020* *Source: Zacks Investment Research*

## Industry Analysis **Zacks Industry Rank:** Top 39% (98 out of 249)


*Source: Zacks Investment Research*

## Top Peers

| Company (Ticker) | Rec | Rank |
|---|---|---|
| Badger Meter, Inc. **(BMI)** | Outperform | 2 |
| Sensata Technologies Holding N.V. **(ST)** | Outperform | 2 |
| Transcat, Inc. **(TRNS)** | Outperform | 2 |
| Allied Motion Technologies, Inc. **(AMOT)** | Neutral | 3 |
| Roper Technologies, Inc. **(ROP)** | Neutral | 3 |
| Thermon Group Holdings, Inc. **(THR)** | Neutral | 4 |
| Xylem Inc. **(XYL)** | Neutral | 3 |
| Woodward, Inc. **(WWD)** | Underperform | 5 |

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

## Industry Comparison Industry: Instruments - Control

| | WTS | X Industry | S&P 500 | AMOT | BMI | THR |
|---|---|---|---|---|---|---|
| | | | | **Industry Peers** | | |
| **Zacks Recommendation (Long Term)** | Neutral | - | - | Neutral | Outperform | Neutral |
| **Zacks Rank (Short Term)** | 2 | - | - | 3 | 2 | 4 |
| **VGM Score** | C | - | - | A | C | C |
| Market Cap | 3.90 B | 352.58 M | 23.25 B | 396.40 M | 2.17 B | 352.58 M |
| # of Analysts | 6 | 3 | 13 | 2 | 2 | 1 |
| Dividend Yield | 0.79% | 0.00% | 1.6% | 0.29% | 0.97% | 0.00% |
| **Value Score** | D | - | - | B | F | C |
| Cash/Price | 0.04 | 0.09 | 0.07 | 0.05 | 0.04 | 0.14 |
| EV/EBITDA | 16.42 | 11.89 | 13.59 | 11.49 | 24.10 | 7.69 |
| PEG F1 | 4.15 | 3.23 | 2.66 | 3.23 | NA | NA |
| P/B | 3.96 | 3.01 | 3.41 | 3.14 | 6.16 | 1.00 |
| P/CF | 21.14 | 15.78 | 13.02 | 11.85 | 30.37 | 6.36 |
| P/E F1 | 33.21 | 33.24 | 20.92 | 32.29 | 44.02 | 34.29 |
| P/S TTM | 2.57 | 2.12 | 2.57 | 1.09 | 5.15 | 1.01 |
| Earnings Yield | 3.01% | 3.01% | 4.62% | 3.10% | 2.27% | 2.92% |
| Debt/Equity | 0.27 | 0.32 | 0.70 | 1.02 | 0.00 | 0.48 |
| Cash Flow ($/share) | 5.48 | 2.22 | 6.92 | 3.43 | 2.45 | 1.67 |
| **Growth Score** | B | - | - | B | A | C |
| Historical EPS Growth (3-5 Years) | 13.39% | 13.51% | 10.07% | 14.69% | 13.64% | 3.94% |
| Projected EPS Growth (F1/F0) | -14.33% | -17.97% | -0.08% | -33.33% | 4.97% | -58.67% |
| Current Cash Flow Growth | 5.03% | 4.02% | 5.34% | 19.18% | 3.00% | -22.68% |
| Historical Cash Flow Growth (3-5 Years) | 6.29% | 6.29% | 8.38% | 9.30% | 8.54% | -1.48% |
| Current Ratio | 2.39 | 3.70 | 1.39 | 2.69 | 3.87 | 3.83 |
| Debt/Capital | 21.04% | 24.33% | 41.80% | 50.43% | 0.00% | 32.49% |
| Net Margin | 7.67% | 4.08% | 10.44% | 4.14% | 11.53% | 1.26% |
| Return on Equity | 13.15% | 11.69% | 14.94% | 13.36% | 14.28% | 4.48% |
| Sales/Assets | 0.89 | 0.78 | 0.50 | 1.12 | 0.97 | 0.55 |
| Projected Sales Growth (F1/F0) | -8.86% | -2.11% | -0.11% | -1.80% | -0.45% | -23.31% |
| **Momentum Score** | D | - | - | A | B | B |
| Daily Price Change | 2.02% | 1.57% | 2.01% | 1.85% | 0.42% | 0.28% |
| 1-Week Price Change | -1.52% | -9.51% | -5.63% | -13.23% | -3.70% | -13.83% |
| 4-Week Price Change | 11.77% | 2.10% | 1.30% | -7.38% | 9.11% | -8.28% |
| 12-Week Price Change | 22.64% | 5.78% | 1.19% | -8.21% | 11.48% | -27.54% |
| 52-Week Price Change | 23.13% | -1.62% | 1.05% | -11.91% | 25.19% | -60.96% |
| 20-Day Average Volume (Shares) | 174,142 | 163,474 | 1,887,552 | 14,550 | 180,723 | 152,807 |
| EPS F1 Estimate 1-Week Change | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| EPS F1 Estimate 4-Week Change | 0.53% | 0.53% | 0.96% | 0.00% | 12.67% | 0.00% |
| EPS F1 Estimate 12-Week Change | 8.23% | 8.23% | 2.84% | 42.37% | 12.67% | -38.00% |
| EPS Q1 Estimate Monthly Change | 1.59% | 0.00% | 0.39% | 0.00% | 18.67% | 0.00% |

*Source: Zacks Investment Research*

## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

## Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

## Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

## Zacks Style Scores

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

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

| | |
|---|---|
| Value Score | D |
| Growth Score | B |
| Momentum Score | D |
| VGM Score | C |

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

## Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock.The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

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ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

## Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

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

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

## Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**Industry:** One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

**Zacks Industry Rank:** The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

**Last EPS Surprise:** The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

**Last Sales Surprise:** The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

**Expected Report Date:** This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

**Earnings ESP:** The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

**Periods:**

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

**P/E Ratio:** The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

**PEG Ratio:** The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company’s expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

**P/S Ratio:** The price-to-sales ratio is calculated as a company’s current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

**Cash/Price Ratio:** The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company’s current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every $1 investment.

**EV/EBITDA Ratio:** The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company’s enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

**EV/Sales Ratio:** The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

**EV/CF Ratio:** The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

**EV/FCF Ratio:** The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

**P/EBITDA Ratio:** The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

**P/B Ratio:** The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

**P/TB Ratio:** The price-to-tangible-book value ratio is calculated as a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

**P/CF Ratio:** The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

**P/FCF Ratio:** The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

**Earnings Yield:** The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at $35 and expected to earn $3 per share in the current fiscal year (F1), would be 0.0857 (3/35 = 0.0857) or 8.57%. In other words, for $1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

**Debt/Equity Ratio:** The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

**Cash Flow ($/share):** Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

**Current Ratio:** The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

**Debt/Capital Ratio:** Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

**Net Margin:** Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every $1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

**Return on Equity:** Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every $1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

**Sales/Assets Ratio:** The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated $2.50 in sales for every $1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

**Historical EPS Growth (3-5 Years):** This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

**Projected EPS Growth (F1/F0):** This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

**Current Cash Flow Growth:** It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

**Historical Cash Flow Growth (3-5 Years):** This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

**Projected Sales Growth (F1/F0):** This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

**EPS F1 Estimate 1-Week Change:** The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is $1.10 now versus $1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from $1.00 to 90 cents, that would be a 10% downward revision.

**EPS F1 Estimate 4-Week Change:** The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

**EPS F1 Estimate 12-Week Change:** The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

**EPS Q1 Estimate Monthly Change:** The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.