Zoom Video (ZM)

$342.75 (As of 04/13/21)

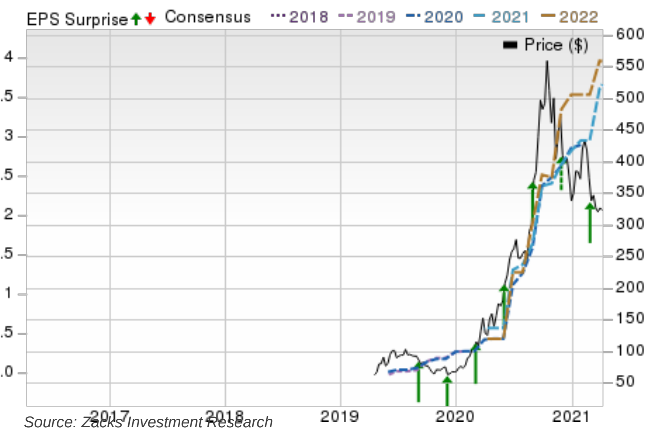
Price Target (6-12 Months): **$360.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 03/05/21) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:B
	Value: F | Growth: A	Momentum: B

Summary

Zoom shares have outperformed the industry year to date. Demand for the company's cloud-native video-first platform is expected to remain solid owing to the work-from-home and online-learning wave. Easy to deploy, use, manage and scalability makes Zoom's software popular among its customers. Expanding clientele is expected to drive top-line growth momentum in the near term. Moreover, the company's expanding international presence is a key catalyst. Its efforts to eliminate the security and privacy loopholes, as well as new hardware and Zoom From Home solution's launch, are expected to help in expanding clientele. The company's strong free cash-flow generating ability is noteworthy. However, acute competition from the likes of Microsoft and Cisco in the video-communication space does not bode well.

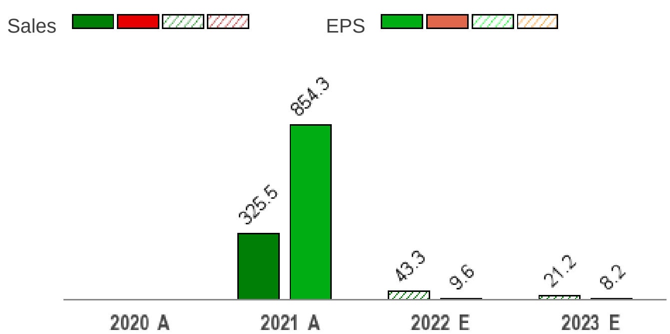
Price, Consensus & Surprise



Data Overview

52-Week High-Low	$588.84 - $132.67
20-Day Average Volume (Shares)	3,559,839
Market Cap	$100.7 B
Year-To-Date Price Change	1.6%
Beta	-1.47
Dividend / Dividend Yield	$0.00 / 0.0%
Industry	Internet - Software
Zacks Industry Rank	Bottom 15% (215 out of 254)
Last EPS Surprise	56.4%
Last Sales Surprise	9.1%
EPS F1 Estimate 4-Week Change	2.4%
Expected Report Date	06/01/2021
Earnings ESP	2.7%
P/E TTM	102.9
P/E F1	93.7
PEG F1	3.8
P/S TTM	38.0

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2023	1,055 E	1,114 E	1,182 E	1,249 E	4,604 E
2022	905 E	932 E	964 E	1,002 E	3,799 E
2021	328 A	664 A	777 A	882 A	2,651 A

EPS Estimates

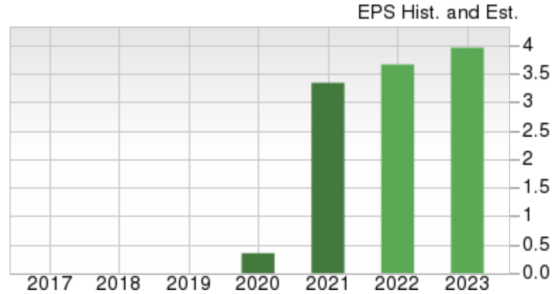
	Q1	Q2	Q3	Q4	Annual*
2023	$0.94 E	$0.97 E	$1.02 E	$1.07 E	$3.96 E
2022	$0.97 E	$0.92 E	$0.89 E	$0.90 E	$3.66 E
2021	$0.20 A	$0.92 A	$0.99 A	$1.22 A	$3.34 A

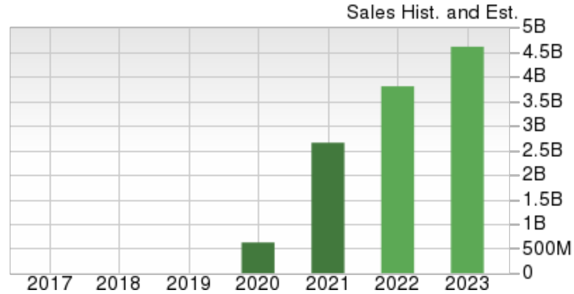
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 04/13/2021. The report's text and the analyst-provided price target are as of 04/14/2021.

Overview

Zoom Video Communications' cloud-native unified communications platform, which combines video, audio, phone, screen sharing and chat functionalities, makes remote-working and collaboration easy. Undoubtedly, the company is benefiting from the work-from-home and online learning wave following the coronavirus pandemic outbreak that forced more and more people to stay home.





Zoom Video's solutions include Zoom Meetings, Zoom Rooms, Zoom Phone (launched in 2019), Zoom Chat, Zoom Conference Room Connector, Zoom Video Webinars, Zoom for Developers and Zoom App Marketplace.

Zoom Video's flagship solution Zoom Meetings provides high-definition video, voice, chat and content sharing across mobile devices, desktops, laptops, telephones and conference room systems. Zoom Meetings integrate with tools, such as Atlassian, Dropbox, Google, LinkedIn, Microsoft, Salesforce and Slack.

Moreover, Zoom Phone is an enterprise cloud phone system that provides inbound and outbound calling via its support for native connectivity to the public switched telephone network (PSTN). Further, Zoom Video Webinars ($40 per month per host) allows users to conduct large-scale online events. It can support more than 10,000 view-only attendees.

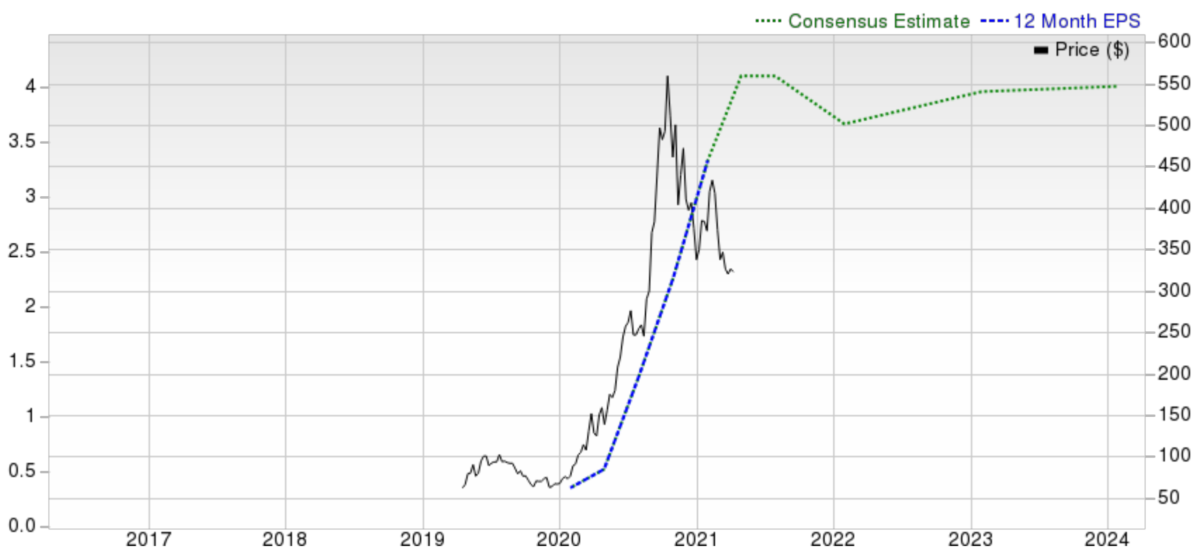
Zoom Video went for an Initial Public Offering (IPO) on Apr 17, 2019. This San Jose, CA-based company reported revenues of $2.65 billion in fiscal 2021.

The company generates revenues from the sale of subscriptions to its video-first communications platform. Subscription revenues are driven, primarily by the number of paid hosts as well as purchases of additional products including Zoom Rooms, Zoom Video Webinars and Zoom Phone.

Markedly, Zoom Meeting is offered on a per-host-per-month basis in Basic, Pro, Business and Enterprise tiers. Basic is offered for free as part of Zoom Video's "freemium" strategy to convert these users into a Zoom Host, a paying user. Pro, Business and Enterprise are offered at $14.99, $19.99 and $19.99, respectively, with maximum of 9, 10 and 100 hosts, respectively.

Moreover, as of Jan 31, 2021 the company had approximately 467,100 customers with more than 10 employees.

Zoom Video faces significant competition from Cisco Webex, LogMeIn GoToMeeting, Microsoft Teams, Google G Suite, Avaya, RingCentral and 8x8.



Source: Zacks Investment Research

Reasons To Buy:

Zoom Video is benefiting coronavirus-induced remote working trend. Its efforts to eradicate security and privacy flaws are expected to aid it to expand its user base.

- Zoom Video is undoubtedly the biggest gainer of the coronavirus-induced remote working trend. Demand for the company's video-first collaboration software jumped significantly amid lockdowns and stay-at-home measures undertaken by governments to break the chain of coronavirus pandemic. Easy to deploy, use, manage and scalability makes Zoom Video's software more popular among its customers. For enterprise customers, minimal involvement of IT, lower cost and scalability are major factors behind selecting Zoom Video. Notably, the company had 1,644 customers, contributing to more than $100,000 of trailing 12 months' (TTM) revenues, in fourth-quarter fiscal 2021. Moreover, Zoom had roughly 467,100 customers with more than 10 employees. Markedly, Zoom's trailing 12-month net dollar-expansion rate in customers with more than 10 employees was above 130% for the 11th consecutive quarter.

- Moreover, demand for Zoom Video's platform and solutions is expected to remain robust as healthcare experts believe that some form of social distancing will be required to prevent recurrent transmission of the coronavirus until any effective treatment is developed. Per a study by researchers from Harvard University's T.H. Chan School of Public Health, sporadic periods of social isolation might be required through 2022 in the United States to keep tabs on the number of coronavirus patients falling severely ill, thereby easing the healthcare system. Hence, the work-from-home wave is expected to continue for some time and good news is that it bodes well for Zoom Video in the long haul.

- Further, the company's freemium business model helps it win customers rapidly, which it can later convert into paying customer. Notably, new customer subscriptions accounted for approximately 80% of year-over-year revenue growth in fourth-quarter fiscal 2021. Additionally, Zoom is one of the leading names in the unified communications and collaboration (UC&C) space, which is expected to witness a healthy CAGR of 27.8% during 2020-2025 period, per Mordor Intelligence data. Gartner put Zoom in the Leaders Quadrant of the 2020 Magic Quadrant for Meeting Solutions. Moreover, Zoom's expanding international footprint is a major driver. In August, 2020 the company announced availability of its Zoom Phone service in 25 additional countries (total 40 countries and territories). The expansion likely helped Zoom achieve sales of one million Zoom Phone seats in less than two years of its launch. Moreover, the company is set to expand its presence in Singapore by opening a new Research and Development Center.

- As schools across the globe, are expected to remain closed for an extended period of time due to the coronavirus pandemic still looming large, Zoom is experiencing solid adoption among online educators. The company lifted its 40-minute meeting limit on free basic accounts for K-12 schools in a number of countries including Australia, India, New Zealand, Israel, Canada, Germany, the United Kingdom, the United States et al. Zoom Video solutions are also rapidly getting accepted by telehealth providers. Remote diagnosis is helping telehealth providers adhere to social-distancing norms without compromising on patient healthcare.

- Zoom is taking initiatives to solve privacy and security issues that threatened to derail its growth prospects. The company appointed technology experts to beef up security including encryption (AES 256-bit GCM encryption). Notably, its upcoming Zoom 5.0 supports GCM encryption. It added features that now allow users to screen, mute and keep unwarranted people at bay from a video call or meeting. These efforts are expected to help Zoom Video maintain its existing enterprise user base, which comprises the likes of VMware, Goldman Sachs, J.P. Morgan and Financial Industry Regulatory Authority (FINRA) and lure in new users.

- Zoom has a strong balance sheet and generates significant cash flow, which makes it an attractive stock for investors. The company has cash and cash equivalents (including marketable securities) worth $4.24 billion as of Jan 31, 2021 compared with $1.87 billion as of Oct 31, 2020. Free cash flow was $377.9 million in fourth-quarter fiscal 2021 compared with $26.6 million in the year-ago quarter. We believe Zoom's ability to generate strong cash flows will enable it to make further investments in product development and acquisitions in the future.

Reasons To Sell:

> Stiff competition with the entry of Facebook and Verizon in the video communication space and massive repercussion from customers due to security and privacy lapses are concerns.

- Zoom Video endures significant rivalry from legacy web-based meeting services providers including Cisco Webex and LogMeIn GoToMeeting, and bundled productivity solution providers with video functionality including Microsoft Teams and Google G Suite as well as UCaaS and legacy PBX providers including Avaya, RingCentral and 8x8. Facebook is the latest company to jump on the video calling bandwagon with the introduction of Messenger Rooms, which will soon be able to accommodate up to 50 users. Considering Facebook's massive user base, this is a huge setback for Zoom Video. Additionally, Verizon's acquisition of BlueJeans further intensifies competition for the company.
- Zoom Video is facing significant backlash from customers due to security issues. Daimler AG, Ericsson, NXP Semiconductors, Bank of America and Tesla are among a host of companies banning or warning employees against using the app due to security concerns. It was also temporarily banned by the New York City Department of Education and Singapore. Moreover, India deemed Zoom Video as an unsafe platform. These allegations revealed a significant chink in Zoom's armor and could prompt customers to shift to more secure platforms like Teams and Webex that are now free to use.
- Zoom Video is also struggling with privacy issues. The "zoombombing", which occurs when uninvited individuals disrupt a teleconferencing session, is a major privacy risk. Moreover, the company's iOS app is accused of sending user data to Facebook, which ultimately resulted in a class action lawsuit. The company allegedly overstated its ability to protect users on the platform. It failed to inform users that their communications weren't safeguarded by end-to-end encryption.
- International expansion caused cost escalations in the form of marketing expenses. Sales and marketing expenses soared 101% year over year to $684.9 million in fiscal 2021, a trend that will likely continue in fiscal 2022 as the company plans to add local sales support in international markets. Notably, revenues from the rest of world (APAC and EMEA) represented 32.8% of total revenues in fourth-quarter fiscal 2021, up from 19.5% in fourth-quarter fiscal 2020.

Last Earnings Report

Zoom's Q4 Earnings Top Estimates, Revenues Jump Y/Y

Quarter Ending	01/2021
Report Date	Mar 01, 2021
Sales Surprise	9.08%
EPS Surprise	56.41%
Quarterly EPS	1.22
Annual EPS (TTM)	3.33

Zoom's fourth-quarter fiscal 2021 adjusted earnings of $1.22 per share beat the Zacks Consensus Estimate by 56.4%. The company had reported earnings of 15 cents per share in the year-ago quarter.

Moreover, revenues of $882 million surpassed the consensus mark by 9.1% and also soared 369.1% year over year. This outperformance was primarily driven by new customer subscriptions, which accounted for approximately 80% of growth.

Revenues from Americas (67.2% of revenues) jumped 292.7% year over year to $593 million. Revenues from EMEA (19.4% of revenues) soared a whopping 677.3% from the year-ago quarter to $135.2 million. Revenues from APAC (13.4% of revenues) were $118 million, up a massive 686.7% year over year.

User Base Jumps in Q4

Zoom continued to benefit from the coronavirus-induced work-from-home and online-learning wave, similar to its competitors Cisco and Microsoft.

At the end of fiscal fourth quarter, Zoom had roughly 467,100 customers (with more than 10 employees), up 470% year over year. Markedly, Zoom's trailing 12-month net dollar-expansion rate in customers with more than 10 employees was above 156% for the 11th consecutive quarter.

Moreover, Zoom had 1,644 customers with more than $100,000 in trailing 12-month revenues, up roughly 156% year over year.

Equinix, Universal Music Group and University of Southern California were notable customers in the reported quarter.

Operating Details

Non-GAAP gross margin in the quarter under review was 71.3%, significantly down from 84.2% reported in the year-ago quarter.

Research & development (R&D) expenses as a percentage of revenues decreased 510 basis points (bps) on a year-over-year basis to 5.9%. Further, general & administrative (G&A) expenses decreased 180 bps to 8.8%.

Moreover, sales & marketing (S&M) expenses as a percentage of revenues were 18.1%, significantly down from 44.7% reported in the year-ago quarter.

Non-GAAP operating income surged to $360.9 million from $38.4 million reported in the year-ago quarter. Operating margin expanded to 40.9% from 20.4% reported in the year-ago quarter.

Balance Sheet & Cash Flow

As of Jan 31, 2021, cash and cash equivalents and marketable securities were $4.24 billion compared with $1.87 billion as of Oct 31, 2020.

Free cash flow was $377.9 million in the quarter under review compared with $388.2 million in the previous quarter and $26.6 million in the year-ago quarter.

Remaining Performance Obligation was $1.75 billion, up 190% year over year.

Guidance

For first-quarter fiscal 2022, Zoom expects revenues between $900 million and $905 million. Non-GAAP income from operations is expected between $295 million and $300 million. Moreover, non-GAAP earnings are expected in the 95-97 cents-per-share range.

Moreover, the consensus mark for fourth-quarter revenues stands at $718.9 million, indicating year-over-year growth of 281.9%.

For the full fiscal, Zoom now expects revenues between $3.760 billion and $3.780 billion.

Non-GAAP income from operations is expected between $1.125 billion and $1.145 billion. Moreover, non-GAAP earnings are expected in the $3.59-$3.65 per-share range.

Recent News

On Mar 25, Zoom and Formula 1 announced that they have entered a new extensive, multi-year partnership across the upcoming 2021 FIA Formula One World Championship racing season and beyond.

On Feb 3, Zoom announced the availability of Zoom Rooms that will help organizations safely re-enter the office and sustain an ‘everywhere workforce’.

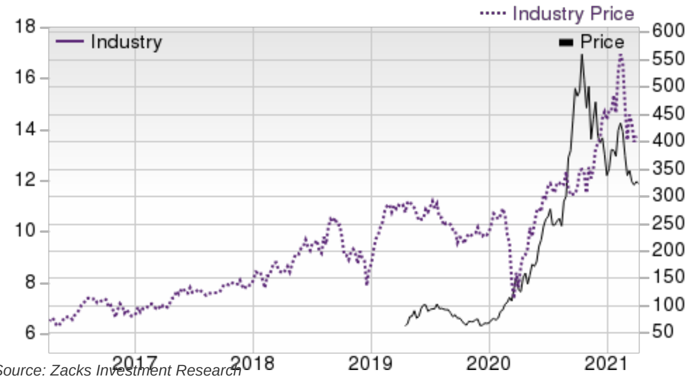
On Jan 12, Zoom announced that it has achieved sales of one million Zoom Phone seats in less than two years of its launch, entering a crowded enterprise telephony service field. Zoom Phone is an enterprise-focused communications platform available on the Zoom Pro tier that complements Zoom Meetings, Zoom Chat, Zoom Rooms, and Zoom Video Webinars. The cloud service can be used for domestic calls in 44 countries and territories worldwide for central telephone management, call routing, and contact center operations.

Valuation

Zoom Video shares are up 126.2% in the past year. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector are up 99.2% and 72.7% over the same period, respectively. Moreover, the S&P 500 index is up 51.7%.

Our Neutral recommendation indicates that the stock will perform in line with the market. Our $360 price target reflects 37.4 trailing 12-month (TTM) sales.

Industry Analysis **Zacks Industry Rank:** Bottom 15% (215 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
F5 Networks, Inc. **(FFIV)**	Neutral	3
McAfee Corp. **(MCFE)**	Neutral	2
Micro Focus International PLC Sponsored ADR **(MFGP)**	Neutral	3
Nice Ltd. **(NICE)**	Neutral	4
Pinterest, Inc. **(PINS)**	Neutral	3
Snap Inc. **(SNAP)**	Neutral	3
Splunk Inc. **(SPLK)**	Neutral	3
Twilio Inc. **(TWLO)**	Underperform	5

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

Industry Comparison Industry: Internet - Software

Industry Peers

	ZM	X Industry	S&P 500	FFIV	MCFE	SNAP
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	2	3
VGM Score	B	-	-	B	F	D
Market Cap	100.67 B	1.85 B	29.89 B	12.76 B	10.91 B	94.18 B
# of Analysts	11	5	12	9	4	9
Dividend Yield	0.00%	0.00%	1.32%	0.00%	1.81%	0.00%
Value Score	F	-	-	C	D	F
Cash/Price	0.04	0.07	0.06	0.11	NA	0.03
EV/EBITDA	118.87	-2.35	16.97	23.88	NA	-141.21
PEG F1	3.75	4.05	2.38	1.47	NA	NA
P/B	26.06	8.67	4.02	5.31	NA	40.29
P/CF	120.06	51.21	16.88	25.11	NA	NA
P/E F1	93.65	75.79	22.11	20.28	16.93	520.33
P/S TTM	37.97	8.13	3.45	5.30	NA	37.57
Earnings Yield	1.07%	0.15%	4.47%	4.93%	5.91%	0.19%
Debt/Equity	0.00	0.00	0.66	0.15	NA	0.72
Cash Flow ($/share)	2.86	-0.00	6.78	8.24	NA	-0.49
Growth Score	A	-	-	C	D	B
Historical EPS Growth (3-5 Years)	NA%	20.75%	9.34%	7.25%	NA	NA
Projected EPS Growth (F1/F0)	9.63%	6.30%	15.29%	8.93%	13.64%	300.00%
Current Cash Flow Growth	962.80%	-7.22%	0.61%	-10.95%	NA	-19.96%
Historical Cash Flow Growth (3-5 Years)	NA%	19.09%	7.37%	3.37%	NA	NA
Current Ratio	3.80	1.86	1.39	1.54	NA	5.00
Debt/Capital	0.00%	4.39%	41.26%	13.17%	NA	41.83%
Net Margin	25.34%	-11.35%	10.59%	12.33%	NA	-37.69%
Return on Equity	37.79%	-5.26%	14.86%	17.99%	NA	-41.94%
Sales/Assets	0.81	0.54	0.51	0.52	NA	0.54
Projected Sales Growth (F1/F0)	43.28%	14.19%	7.37%	8.77%	4.34%	52.06%
Momentum Score	B	-	-	A	F	F
Daily Price Change	6.61%	1.07%	-0.14%	-0.10%	0.08%	0.00%
1-Week Price Change	-1.10%	0.00%	1.54%	-0.33%	2.59%	16.11%
4-Week Price Change	2.29%	-0.95%	3.29%	2.95%	6.81%	0.34%
12-Week Price Change	-12.98%	-2.51%	9.63%	5.18%	32.29%	23.91%
52-Week Price Change	141.56%	92.41%	51.26%	68.32%	NA	353.12%
20-Day Average Volume (Shares)	3,461,589	733,133	1,987,536	608,380	965,433	20,068,520
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	2.45%	0.00%	0.00%	0.13%	0.00%	-1.11%
EPS F1 Estimate 12-Week Change	23.60%	-7.92%	2.05%	-3.02%	4.71%	-41.44%
EPS Q1 Estimate Monthly Change	1.10%	0.00%	0.00%	0.80%	0.00%	-1.51%

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	A
Momentum Score	B
VGM Score	B

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

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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.