



Your Guide to CFRA Stock Reports

Quality. Scale. Performance.



Your Guide to CFRA Stock Reports

Quality. Scale. Performance.

A practical tool for financial advisors, analysts, researchers and individual investors, Stock Reports give you easy access to actionable research.

For over 80 years, advisors and investors have looked to CFRA's, and its predecessor S&P Capital IQ's, Stock Reports for investment confidence, objectivity and unique research.

Our research gives clients confidence by helping them make their investment decisions based on research from a leading provider of independent equity research.

The investment community respects the objectivity of our opinions. Our knowledge is exemplified by our unique research methodology. Stock Reports combine the strengths of S&P Global Market Intelligence's robust database of publicly traded corporations and CFRA's highly regarded team of equity analysts. With their broad array of fundamental, quantitative and technical data, Stock Reports are an essential resource for identifying potential investment opportunities.

A History of Objective Analysis and Opinion

Using our proprietary STARS® (STock Appreciation Ranking System) methodology, our equity analysts cover over 1,500* global stocks. They carry on a strong tradition of objective analysis and opinion dating back over 80 years, using a highly refined, rigorous and globally-consistent process.

Timely, Consistent Analysis

With the help of innovative tools and analytics from S&P Global Market Intelligence, our equity analysts deliver insights rapidly, responding to news and market trends with market updates. And our global analytical team ensures consistency of coverage through equity analyst transitions and market cycles, delivering consistency that clients can expect.

Robust Reports

Each Stock Report combines the equity analyst's evaluations and sub-industry outlook with the stock's performance history, financials, key developments and relevant peers.

Using the Equity Evaluations: A Quick Reference Guide

QUALITATIVE: STARS

CFRA's fundamental analysis, which currently covers over 1,100* U.S. and over 450* non-U.S. stocks, is expressed in STARS, first introduced in 1987. There are five categories:

★★★★★ 5-STARS.

Total return is expected to outperform the total return of a relevant benchmark by a wide margin over the coming 12 months, with shares rising in price on absolute basis.

★★★★☆ 4-STARS.

Total return is expected to outperform the total return a relevant benchmark over the coming 12 months, with shares rising in price on an absolute basis.

★★★☆☆ 3-STARS.

Total return is expected to closely approximate the total return of a relevant benchmark over the coming 12 months, with shares generally rising in price on an absolute basis.

★★☆☆☆ 2-STARS.

Total return is expected to underperform the total return of a relevant benchmark over the coming 12 months, and the share price is not anticipated to show a gain.

★☆☆☆☆ 1-STARS.

Total return is expected to underperform the total return of a relevant benchmark by a wide margin over the coming 12 months, with shares falling in price on an absolute basis.

Relevant benchmarks: In North America the relevant benchmark is the S&P 500[®] Index, in Europe and in Asia the relevant benchmarks are generally the S&P Europe 350[®] Index and the S&P Asia 50 Index.

*As of April 2017

QUANTITATIVE: FAIR VALUE RANKINGS

Using CFRA's exclusive proprietary quantitative model, stocks are ranked in one of five groups, ranging from Group 5, the most undervalued stocks, to Group 1, the most overvalued stocks, relative to the Fair Value universe. Group 5 stocks are expected to generally outperform all others. A positive (+) or a negative (-) Timing Index is placed next to the Fair Value ranking to further aid the selection process. A stock with a (+) added to the Fair Value Rank simply means that this stock has a somewhat better chance to outperform other stocks with the same Fair Value Rank. The opposite is true for a stock with a negative (-) Timing Index.

Relative to the Fair Value universe, the rankings imply: Significantly Overvalued, Modestly Overvalued, Fairly Valued, Moderately Undervalued and Significantly Undervalued.

CFRA Stock Reports - In Detail

DATE OF REPORT

Stock Report data is updated at least once a week so you know the information is current.

CFRA RECOMMENDATION

CFRA employs a five-level recommendation system, ranging from Strong Sell to Strong Buy. These recommendations are the result of detailed analysis by the equity analyst on each company covered.

SECTOR BREAKDOWN

Categorize the company by sector and sub-industry using the Global Industry Classification Standard (GICS®) developed by S&P Global Market Intelligence and MSCI.

KEY STOCK STATISTICS

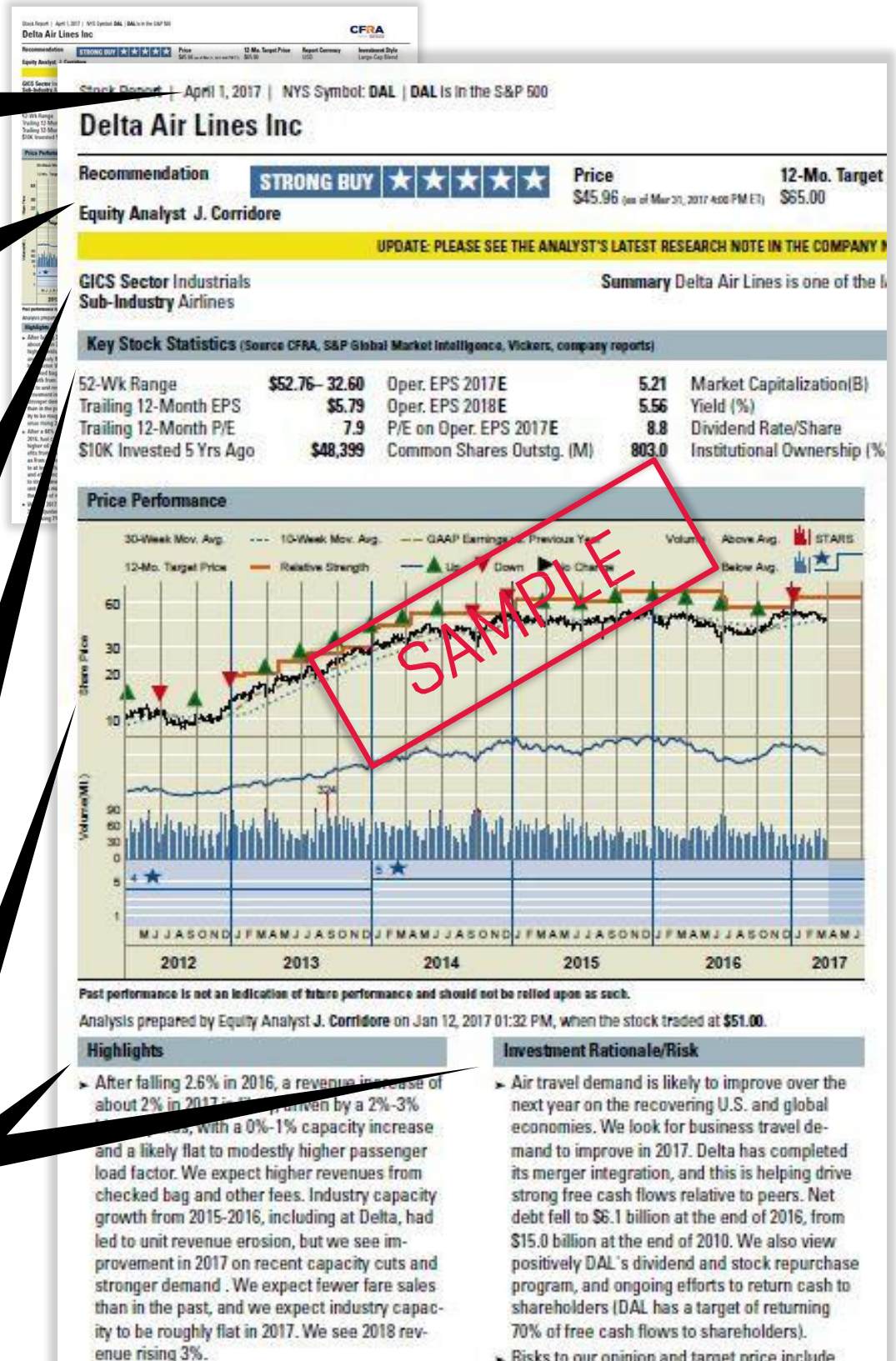
Highlights important statistics, including the CFRA equity analyst's earnings estimates on the company for up to two years. Also includes the value of a hypothetical \$10,000 investment in the stock made five years ago, which assumes year-end reinvestment of dividends.

PRICE CHART

Provides more than four years of price information in a logarithmic format. It includes the history of the CFRA recommendation.

HIGHLIGHTS & INVESTMENT RATIONALE/RISK

The equity analyst's concise evaluation of the company's financial prospects and forecasted future stock performance.



12-MONTH TARGET PRICE

The equity analyst's projection of the stock's market price 12 months forward. The target price is based on a combination of intrinsic, relative and private market valuation metrics

S&P GLOBAL MARKET INTELLIGENCE'S QUALITY RANK

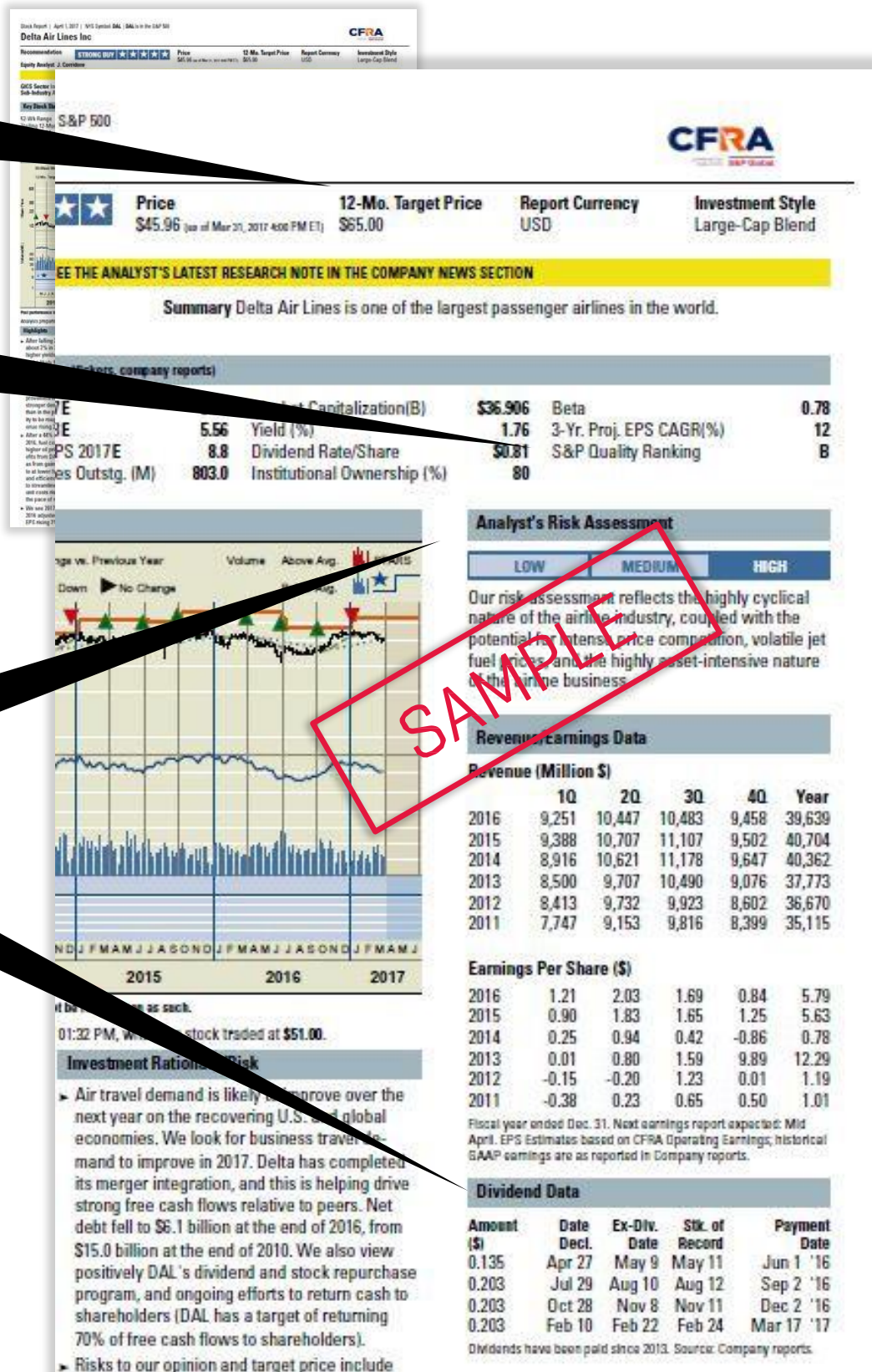
A ranking of the growth and stability of the company's earnings and dividends over the past 10 fiscal years.

QUALITATIVE RISK ASSESSMENT

The CFRA equity analyst's view of a given company's operational risk or the risk of a firm's ability to continue as an ongoing concern. The Qualitative Risk Assessment is a relative ranking to the CFRA U.S. STARS universe and reflects risk factors related to a company's operations, as opposed to risk and volatility measures associated with share prices.

DIVIDEND DATA

Brings you a recent history of dividends paid, as well as declaration dates, ex-dividend date, stock of record and payment.



BUSINESS SUMMARY

Gives you a detailed summary of the company's business, with practical information about such topics as its industry, key products and services, subsidiaries, sources of revenue, joint ventures, acquisitions and more.

EXPANDED RATIO ANALYSIS

Further sharpens your understanding of the company's financial performance with ratios such as price to revenue and EBITDA.

FAIR VALUE RANK

A stock ranking system using CFRA's proprietary quantitative model. The model also generates the Fair Value Calculation, which indicates the theoretical price at which the stock should trade.

VOLATILITY

Ranks the stock's price volatility over the past year.

PER SHARE DATA

A measure of investment desirability. Provides a detailed historical perspective on some of the most important per share data. This includes the Payout Ratio, which can aid your evaluation of dividend policy on a historical basis, and CFRA's Core Earnings.

INCOME STATEMENT ANALYSIS

Facilitates year-to-year comparisons of revenues, depreciation, net income and more.

BALANCE SHEET DATA

Gives you an easy-to-follow view of the company's financial condition, including its capital expenditures, current assets, current liabilities, long term debt and cash flow.

PRIMARY RATIO ANALYSIS

Provides up to 10 years of historical data on key ratios, such as return on assets and return on equity.

Stock Report | April 1, 2017 | NYSE Symbol: DAL

Delta Air Lines Inc

Business Summary January 12, 2017

CORPORATE OVERVIEW: Delta Air Lines (DAL) became the largest passenger airline in the world following its 2008 merger with Northwest Airlines. UAL Corp. was acquired on October 29, 2013, for \$2.5 billion in cash and stock.

As of January 12, 2017, Delta Air Lines Inc. had 1,000,000 shares outstanding.

Stock Report | April 1, 2017 | NYSE Symbol: DAL

Delta Air Lines Inc

Quantitative Evaluations

Based on CFRA's proprietary quantitative model, stocks are ranked from most overvalued (1) to most undervalued (5).

Fair Value Calculation: NA

Investability Quotient Percentile: 74

Volatility: LOW AVERAGE HIGH

Technical Evaluation: BEARISH

Insider Activity: NA UNFAVORABLE NEUTRAL FAVORABLE

Expanded Ratio Analysis

	2016	2015	2014	2013
Price/Sales	0.94	1.00	1.03	0.62
Price/EBITDA	4.50	4.96	6.02	4.65
Price/Pretax Income	5.60	5.69	38.77	9.33
P/E Ratio	8.49	9.00	63.07	2.24
Avg. Diluted Shares Outstg (M)	755.0	804.0	845.0	858.0

Figures based on calendar year-end price

Key Growth Rates and Averages

	1 Year	3 Years	5 Years	9 Years
Past Growth Rate (%)				
Sales	-2.62	1.54	2.86	10.36
Net Income	-3.38	-6.88	32.68	NM

Ratio Analysis (Annual Avg.)

	11.03	7.93	10.89	1.67
Net Margin (%)	31.09	37.12	51.90	59.37
LT Debt to Capitalization	37.80	30.09	8.27	NA
Return on Equity (%)				

Company Financials Fiscal Year Ended Dec. 31

	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Per Share Data (\$)										
Tangible Book Value	NM	NM	NM	NM	NM	NM	NA	NM	NM	NM
Cash Flow	8.10	7.73	7.72	14.09	2.94	2.74	2.41	0.36	-16.36	2.75
Earnings	5.79	5.63	0.78	12.29	1.19	1.01	0.70	-1.50	-19.06	4.09
Core Earnings	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Dividends	0.68	0.45	0.30	0.12	Nil	Nil	Nil	Nil	Nil	Nil
Payout Ratio	NA	8%	38%	1%	Nil	Nil	Nil	Nil	Nil	Nil
Prices: High	32.76	52.77	50.16	29.44	12.25	13.21	14.94	12.65	18.99	23.25
Prices: Low	32.60	34.61	27.26	11.97	7.83	6.41	9.60	3.51	4.00	14.04
P/E Ratio: High	NA	9	64	2	10	13	21	NM	NM	6
P/E Ratio: Low	NA	6	35	1	7	6	14	NM	NM	3

Income Statement Analysis (Million \$)

	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Revenue	39,639	40,704	40,362	37,773	36,670	35,115	31,755	28,063	22,697	13,358
Operating Income	8,244	8,223	6,910	5,074	4,089	3,738	4,186	1,619	1,379	1,574
Depreciation	1,742	1,687	1,642	1,548	1,489	1,459	1,440	1,536	1,266	778
Interest Expense	388	481	650	852	1,005	1,084	1,220	1,278	705	390
Pretax Income	6,636	7,157	1,072	2,527	1,025	769	608	-1,581	-9,041	525
Effective Tax Rate	34.1%	36.8%	38.5%	NM	1.56%	NM	2.47%	21.8%	NM	40.2%
Net Income	4,373	4,526	659	10,540	1,009	854	593	-1,237	-8,922	314
Core Earnings	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA

Balance Sheet & Other Financial Data (Million \$)

	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Cash	3,251	3,441	3,310	3,803	3,374	3,615	3,610	4,678	4,467	3,306
Current Assets	7,451	9,056	12,465	9,651	8,272	7,729	7,307	7,741	8,904	5,240
Total Assets	51,261	53,134	54,121	52,252	44,550	43,499	43,188	43,539	45,014	32,423
Current Liabilities	15,239	17,526	16,879	14,152	13,270	12,701	11,385	9,797	11,022	6,605
Long Term Debt	5,999	6,538	8,282	9,444	10,647	11,297	Nil	15,229	14,938	7,986
Common Equity	12,287	10,850	8,813	11,643	-2,131	-1,396	897	245	874	10,113
Total Capital	19,295	18,803	18,204	22,536	10,023	11,728	15,443	16,919	16,880	18,954
Capital Expenditures	3,391	2,945	2,249	2,568	1,968	1,254	1,342	1,202	1,522	1,036
Cash Flow	6,115	6,213	2,301	12,088	2,498	2,313	2,033	299	-7,656	1,092
Current Ratio	0.5	0.5	0.7	0.7	0.6	0.6	0.6	0.8	0.8	0.8
% Long Term Debt of Capitalization	31.1	34.8	45.5	41.9	106.2	Nil	Nil	Nil	88.4	42.1
% Net Income of Revenue	11.0	11.1	1.6	27.9	2.8	2.4	1.9	NM	NM	2.4
% Return on Assets	8.4	8.4	1.2	NA	2.3	NA	NA	NA	NA	NM
% Return on Equity	37.8	46.0	6.4	NA	NM	NA	NA	NA	NM	NM

Data as originally reported in Company reports; diff. results of disclosures/spec. items. Per share data adj. for stk. divs.; EPS diluted, E-Estimated, NA-Not Available, NM-Not Meaningful, NR-Not Ranked, UR-Under Review.

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RESEARCH NOTES & COMPANY NEWS

Offers recent CFRA equity analyst updates on buy/hold/sell recommendations. Also provides updates on company news releases on earnings and other important financials.

SUB-INDUSTRY OUTLOOK

The equity analyst's overview of the sub-industry; the summary covers CFRA's view of recent and projected sub-industry business conditions and more. Also ranks the fundamental outlook for the sub-industry as positive, negative or neutral.

SUB-INDUSTRY STOCK PERFORMANCE RELATIVE TO SECTOR AND S&P® 1500

Shows performance of a sub-industry index relative to a related sector index and to the S&P 1500 Index.

PEER GROUP ANALYSIS

Provides vital financial and stock data for the company and its peers. These include S&P Global Market Intelligence's Quality Rank and key financial ratios. Some of the key terms used in this table are explained in detail in the "Definitions" section starting on page six.

Stock Report | April 1, 2017 | NYS Symbol: DAL

Delta Air Lines Inc

Analyst Research Notes and other Company News

March 22, 2017

Delta Air Lines announced the promotion of Ho as well as Delta Vacations executive Tina Iglio, who moves to Delta Global Sales. Jennie Ho as its new President, replacing John Caldwell, Delta's Vice President - Seattle. In addition,

Stock Report | April 1, 2017 | NYS Symbol: DAL

Delta Air Lines Inc

Sub-Industry Outlook

We have a positive fundamental outlook for the airline sub-industry for the next 12 months. While unit revenues weakened throughout 2016, they showed improvement in the fourth quarter, and we expect them to turn positive in 2017. After adding too much capacity for 2015-16, airlines have been trimming excess capacity, which we think will allow for better pricing power in 2017. We think the U.S. airline industry is seeing good demand, which should strengthen further as the U.S. economy accelerates. We think the industry should be able to raise fares as passenger travel demand improves, and hold the line on fares if demand weakens. Oil and jet fuel prices have risen from lows in January 2016, which is providing a cost headwind to start 2017.

Investor sentiment on airline stocks has improved as unit revenue results in the past two

The bankruptcy of American Airlines, led to significant international capacity cuts as American restructured. American's subsequent merger with US Airways was completed in December 2013, and drove further capacity rationalization, in our view.

The industry successfully instituted a number of fare hikes in 2011 and 2012, but was somewhat less successful in hiking fares in 2013-2016. However, we think they will likely look to continue to raise fares in 2017. Many of the shares warrant added risk premiums, in our view.

We estimate that the largest U.S. carriers earned \$30 billion in 2016, \$12 billion in 2015 and \$10.0 billion in 2014. The industry has been profitable every year since 2010. The industry last lost money in 2009.

Sub-Industry : Airlines Peer Group*: Airlines (U.S.) - Major

Peer Group	Stock Symbol	S&P Mkt Cap. (Mil. \$)	Recent Stock Price (\$)	52 Week High/Low (\$)	Beta	Yield (%)	P/E Ratio	Fair Value Calc. (\$)	S&P Quality Ranking	10 Yr %ile	Return on Revenue (%)	LTD to Cap (%)
Delta Air Lines	DAL	30,906	20.06	22.76/12.60	0.70	1.8	8	NA	B	74	11.0	31.1
Alaska Air	ALK	12,100	93.22	101.43/54.51	0.82	1.3	14	92.60	B+	95	13.7	44.9
JetBlue Airways	JBLU	6,940	20.18	22.15/14.76	0.74	N/A	9	23.70	B	72	11.4	20.4
Southwest Airlines	LUV	28,480	36.76	56.88/25.45	0.91	0.7	15	55.00	B+	98	11.0	24.1
United Continental Holdings	UAL	22,225	70.64	76.90/49.41	0.44	N/A	10	NA	B-	52	6.2	51.1

NA-Not Available NM-Not Meaningful NR-Not Rated. * Peer Groups with more than 15 companies or check; selection of issues is based on market capitalization.

of airline technology infrastructure, much of which is old and patched with differing systems. We think the travel ban is not likely to impact demand much, as not many people travel to/from the affected countries. However, these issues together raise risks related to airlines. Overall our positive view reflects solid demand, strong profits and cash flows and improved balance sheets. /J. Corridore

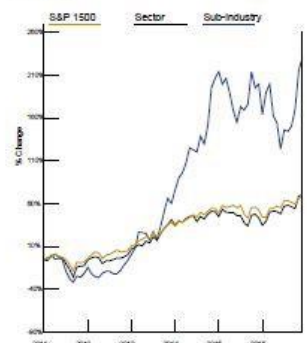
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Industry Performance

GICS Sector: Industrials Sub-Industry: Airlines

Based on S&P 1500 Indexes
Five-Year market price performance through Apr 1, 2017



NOTE: All Sector & Sub-Industry information is based on the Global Industry Classification Standard (GICS).

Past performance is not an indication of future performance and should not be relied upon as such.

GLOSSARY

Quick and easy explanations of key terminology in CFRA's Stock Reports, including STARS, Fair Value Rankings, Relative Strength Rank and much more.

CONSENSUS RECOMMENDATIONS & EARNINGS ESTIMATES

Shows other companies providing coverage of the stock and their recent recommendations. Consensus earnings forecasts are charted out as well.

Stock Report | April 1, 2017 | NYS Symbol: DAL

Delta Air Lines Inc



Glossary

FCF - Free Cash Flow
FFO - Funds From Operations
FY - Fiscal Year

STAR
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predic
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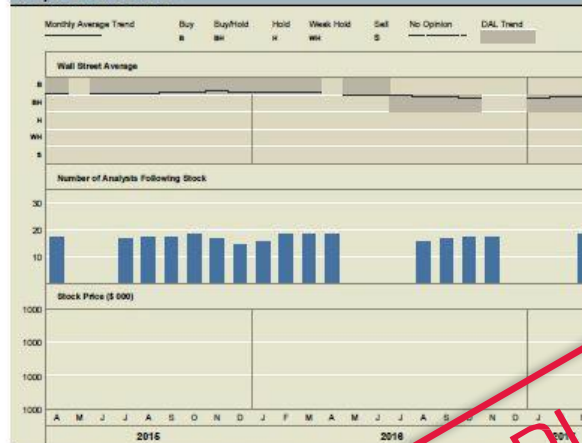
Abbr
CAGR
CAPE
CY - C
DCF -
DDM -
EBIT -
EBITD
EPS - E
EV - E
Redist

Stock Report | April 1, 2017 | NYS Symbol: DAL

Delta Air Lines Inc



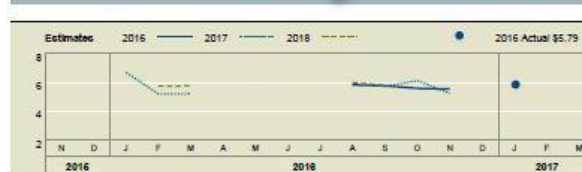
Analysts' Recommendations



Of the total 18 companies following DAL, 18 analysts currently publish recommendations

	No. of Recommendations	% of Total	1 M. Prior	3 Mos. Prior
Buy	11	61%	11	0
Buy/Hold	3	17%	2	0
Hold	4	22%	4	0
Weak Hold	0	0%	0	0
Sell	0	0%	0	0
No Opinion	0	0%	0	0
Total	18	100	18	0

Wall Street Consensus Estimates



Fiscal Years	Avg Est.	High Est.	Low Est.	# of Est.	Est. P/E
2018	5.71	6.41	4.79	17	8.0
2017	5.14	5.65	4.75	17	8.9
2018 vs. 2017	▲ 11%	▲ 13%	▲ 0.8%	0%	▼ -10%
Q1'18	0.81	0.95	0.71	3	56.7
Q1'17	0.74	0.82	0.68	15	62.1
Q1'18 vs. Q1'17	▲ 9%	▲ 16%	▲ 4%	▼ -80%	▼ -9%

A company's earnings outlook plays a major part in any investment decision. S&P Global Market Intelligence organizes the earnings estimates of over 2,300 Wall Street analysts, and provides their consensus of earnings over the next two years, as well as how those earnings estimates have changed over time. Note that the information provided in relation to consensus estimates is not intended to predict actual results and should not be taken as a reliable indicator of future performance.

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Wall Street Consensus Opinion

BUY/HOLD

Companies Offering Coverage

Argus Research Company
BofA Merrill Lynch
Buckingham Research Group Inc.
Citigroup Inc.
Cowen and Company
Deutsche Bank
Evercore ISI
Imperial Capital
Investcase
JP Morgan
Morgan Stanley
Morningstar Inc.
Raymond James & Associates
Sampson Bernstein & Co., Inc.
Stifel
UBS Investment Bank
Wolfe Research, LLC.

Wall Street Consensus vs. Performance

For fiscal year 2017, analysts estimate that DAL will earn US\$ 5.14. For fiscal year 2018, analysts estimate that DAL's earnings per share will grow by 11% to US\$ 5.71.

Definitions

REGULAR TECHNICAL TERMS AND ACRONYMS THAT CAN APPEAR IN THE STOCK REPORT

ACCRETIVE/DILUTIVE - Contributing favorably/unfavorably to earnings.

BALANCE SHEET - Financial statement that summarizes a company's assets, liabilities and shareholder equity at a point in time.

BETA - The beta of a share is a number describing the relation of its returns with that of the financial market as a whole. A stock that is perfectly correlated with the market would have a beta of 1. A beta of less than 1 means the security is less volatile than the market. Conversely, a beta of more than 1 means the security is more volatile than the market.

CAGR - Compound annual growth rate: CAGR is a business and investing-specific term for the year-over-year growth rate of an investment over a given time period. CAGR is not an accounting term, but remains widely used, particularly in growth industries or to compare the growth rates of two investments because CAGR dampens the effect of volatility of periodic returns that can render arithmetic means irrelevant. CAGR is often used to describe the growth over a period of time of some element of the business, for example revenue, units delivered, registered users, etc.

CAPEX - Capital expenditures: CAPEX are expenditures intended to create future benefits. A capital expenditure is incurred when a business spends money either to buy fixed assets or to add to the value of an existing fixed asset. CAPEX are used by a company to acquire or upgrade physical assets such as equipment, property, or industrial buildings.

COMMON STOCK - A security that represents part ownership in a corporation. Holders of common stock are entitled to a share of the corporation's profits and a share of the voting power in shareholder elections. Common stockholders, however, have the lowest priority on a firm's ownership structure and in the event of liquidation have rights to a company's assets only after bondholders; preferred shareholders and other debtholders have been paid in full. In the United Kingdom, Common Stock is referred to as ordinary shares.

CONVERTIBLE SECURITY - A corporate security, typically a bond or preferred stock that can be exchanged for another form of security, typically common stock. In most cases, the holder of a convertible security determines if and when the exchange occurs, but a corporation can retain the right to control the exchange.

CURRENT RATIO - A measure of liquidity, calculated as Current Assets / Current Liabilities. A company with a high current ratio is generally in a better position to pay its current obligations than a company with a lower current ratio.

CY - Calendar Year: Period extending from January 1st to December 31st. This period also corresponds to the Fiscal Year for most companies.

DCF - Discounted Cash Flow: DCF analysis is a method of valuing a company using the concepts of the time value of money. All future cash flows are estimated and discounted to give their present values (PVs) – the sum of all future cash flows, both incoming and outgoing, is the net present value (NPV), which is taken as the value or price of the cash flows in question.

DEPRECIATION/AMORTIZATION - A method of allocating the cost of an asset over a specific period of time. Depreciation is used to allocate the cost of a tangible asset such as machinery over its useful life, while amortization is used for intangible assets, such as patents or trademarks.

DIVIDEND RATE/SHARE - It is the amount paid out by a company to its shareholders.

EBIT - Earnings before Interest and Taxes: EBIT is a measure of a firm's profitability that excludes interest and income tax expenses. Operating income and operating profit are also sometimes used as synonyms for EBIT. This is particularly appropriate if the firm has no non-operating income. To calculate EBIT, expenses (e.g., the cost of goods sold, selling, general and administrative expenses) are subtracted from revenues.

EBITDA - Earnings before Interest, Taxes, Depreciation, and Amortization. EBITDA is measured exactly as stated. All interest, tax, depreciation and amortization entries in the income statement are reversed out from the bottom-line net income.

EPS - Earnings per Share: EPS is calculated by dividing the total earnings of a company during a fiscal year by the weighted average number of common shares over that year.

EV - Enterprise value: EV is economic measure reflecting the total value of a whole business. Enterprise value may be calculated by adding the market value of the company's stock, the balance sheet values of the company's debt, preferred stock and minority equity interests, and then subtracting the amount of cash equivalents that a company has.

FCF - Although definitions may vary, FCF is intended to represent the amount of discretionary cash generated by a company after meeting specific obligations. Free cash flow might be used, for example, to fund acquisitions, or for repurchase of company stock.

FUNDS FROM OPERATIONS - A figure used by real estate investment trusts (REITs) to define the cash flow from their operations. It is calculated by adding depreciation and amortization expenses to earnings.

FY - Fiscal Year: Period of usually 12 months, for which a company is reporting its financial results.

GENERALLY ACCEPTED ACCOUNTING PRINCIPLES (GAAP) - The common set of accounting principles, standards and procedures that US-based public companies use to compile their financial statements.

GOODWILL - The difference between the purchase price of an acquisition and the book value of the assets acquired.

GROSS PROFIT - A company's revenue minus its cost of production (e.g. ingredient and manufacturing costs).

LIQUIDITY - Access to cash and ability to pay financial obligations.

MARGIN, GROSS OR OPERATING - A profitability metric. Gross margin is calculated as gross profit divided by revenue. Operation margin is calculated as operating income divided by revenue.

MARK TO MARKET - The accounting act of recording the price or value of a security, portfolio or account to reflect its current market value rather than its book value.

NET OPERATING INCOME - After-tax income before net realized investment gains or losses. Analysts most commonly use this measure of insurer profitability when modeling future earnings of an insurer.

ORGANIC GROWTH - This reflects growth of a company's sales or profits has increased or decreased by, excluding the impact of external and one-time factors such as exchange rate movements, acquisitions and disposals of businesses.

OUTSOURCING - Practice used by companies to reduce costs and expenses by allocating work to third-party partners.

P/E - Price/Earnings: The P/E ratio (price-to-earnings ratio) of a stock (also called its "P/E", or simply "multiple") is a measure of the price paid for a share relative to the annual net income or profit earned by the firm per share. It is a financial ratio used for valuation: a higher P/E ratio means that investors are paying more for each unit of net income, so the stock is more expensive compared to one with a lower P/E ratio.

PEG RATIO - Price/Earnings to Growth ratio: PEG ratio is a valuation metric for determining the relative trade-off between the price of a stock, the earnings generated per share (EPS), and the company's expected earnings growth. In general, the P/E ratio is higher for a company with a higher growth rate. Thus using just the P/E ratio would make high-growth companies appear overvalued relative to others. It is assumed that by dividing the P/E ratio by the expected earnings growth rate, the resulting ratio is better for comparing companies with different growth rates.

PREFERRED STOCK - A class of ownership in a corporation that has a higher claim on the assets and earnings than common stock. Preferred stock generally has a dividend that must be paid out before dividends to common stockholders and the shares usually do not have voting rights.

PRICE/SALES - A measure of the price paid for a share relative to its annual revenue per share.

PV - Present value: PV is the value on a given date of a future payment or series of future payments, discounted to reflect the time value of money and other factors such as investment risk.

R&D - Research and Development

ROA - Return on Assets: ROA percentage shows how efficient a company's assets are in generating income. ROA may be calculated by dividing net income into average assets in a given period.

ROE - Return on equity: ROE measures the rate of return on the ownership interest (shareholders' equity) of the common stock owners. It measures a firm's efficiency at generating profits from every unit of shareholders' equity (also known as net assets or

assets minus liabilities). ROE is equal to a fiscal year's net income (after preferred stock dividends but before common stock dividends) divided by total equity (excluding preferred stock), expressed as a percentage. As with many financial ratios, ROE is best used to compare companies in the same industry.

ROI - Return on Investment: ROI is the ratio of money gained or lost (whether realized or unrealized) on an investment relative to the amount of money invested. The amount of money gained or lost may be referred to as interest, profit/loss, gain/loss, or net income/loss. The money invested may be referred to as the asset, capital, principal, or the cost basis of the investment. ROI is usually expressed as a percentage rather than a fraction.

ROIC - Return on invested capital: ROIC is a financial measure that quantifies how well a company generates cash flow relative to the capital it has invested in its business. It is defined as net income less dividends divided by total capital and is usually expressed as a percentage. In this calculation, capital invested includes all monetary capital invested: long-term debt, common and preferred equity. When the return on capital is greater than the cost of capital (usually measured as the weighted average cost of capital), the company is creating value; when it is less than the cost of capital, and value is destroyed.

SG&A - Selling General and Administrative expenses: SG&A consist of the combined costs of operating the company, which breaks down to:

- **SELLING**: Includes salaries, advertising expenses, rent, and all expenses and taxes directly related to selling product
- **GENERAL**: General operating expenses and taxes that are directly related to the general operation of the company, but don't relate to the other two categories
- **ADMINISTRATION**: Executive salaries and general support and all associated taxes related to the overall administration of the company.

SHARES OUTSTANDING, DILUTED SHARES OUTSTANDING - Stock currently held by investors, including restricted shares owned by the company's officers and insiders, as well as those held by the public. Shares that have been repurchased by the company are not considered outstanding stock. Diluted Shares Outstanding refers to the number of shares that could be outstanding, including the assumed exercise of all possible stock options and the conversion of all possible convertible securities.

STOCK BUYBACK OR STOCK REPURCHASE - A program by which a company buys back its own shares from the marketplace, reducing the number of outstanding shares. Share repurchase could be an indication that the company's management thinks the shares are undervalued.

STOCK OPTIONS OR STOCK-BASED COMPENSATION - Type of equity compensation sometimes provided to corporate executives to incent and/or reward performance. Stock options can decrease a company's share price by increasing the number of shares outstanding.

SUM-OF-THE-PARTS - A valuation methodology that aggregates the separate worth of a company's divisions.

TANGIBLE BOOK VALUE (NET ASSET VALUE) PER SHARE - The accounting value of a share of common stock, determined by dividing total shareholders' equity (total assets minus intangible assets and liabilities) by the total number of diluted shares outstanding at the end of a given period.

WACC - Weighted Average Cost of Capital: Companies raise money from a number of sources, generally debt and equity. WACC typically represents a blended average of a company's cost of debt financing with a required return on equity capital. WACC is the discount rate used in discounted cash flow calculations by S&P Capital IQ analysts.

WORKING CAPITAL - Current assets less current liabilities, used to evaluate the financial health of a company in terms of its ability to repay short-term obligations.

YIELD (%) - Also referred to as Dividend Yield, a financial ratio that shows how much a company pays out in dividends per share each year relative to its share price.

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Updated as of April 5, 2017