

The AES Corporation(AES)

\$27.45 (As of 01/14/21)

Price Target (6-12 Months): **\$29.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 08/26/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:B

Value: B

Growth: B

Momentum: D

Summary

AES Corp. is well positioned to benefit from the global transition toward a more sustainable power generation mix. The company is leading the utility industry's transition to clean energy by investing in sustainable growth and innovative solutions, for expanding footprint in potential markets. It focuses on preserving its financial flexibility by reducing costs, which will include overhead reductions. In the past year, its shares have outperformed the industry. AES Corp.'s businesses experienced a demand crunch due to the coronavirus pandemic. Internationally, demand decreased in the mid-single-digit range in its various key markets. It expects significant economic disruptions from COVID-19 for the remainder of the year. Moreover, the company's debt-to-capital ratio at the end of the third quarter increased sequentially.

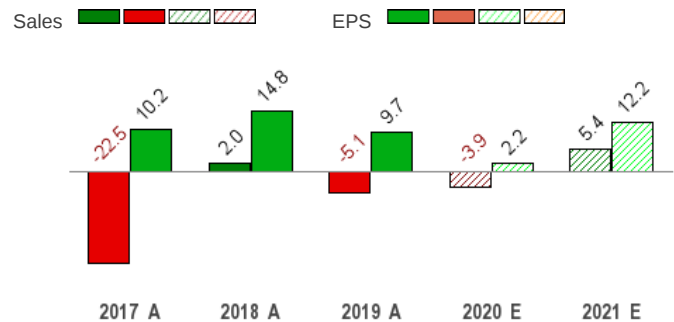
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$27.58 - \$8.11
20-Day Average Volume (Shares)	5,360,135
Market Cap	\$18.3 B
Year-To-Date Price Change	16.8%
Beta	0.86
Dividend / Dividend Yield	\$0.60 / 2.1%
Industry	Utility - Electric Power
Zacks Industry Rank	Bottom 31% (174 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-2.3%
Last Sales Surprise	-3.9%
EPS F1 Estimate 4-Week Change	0.2%
Expected Report Date	02/26/2021
Earnings ESP	3.9%
P/E TTM	21.0
P/E F1	17.6
PEG F1	2.3
P/S TTM	1.9

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					10,323 E
2020	2,338 A	2,217 A	2,545 A	2,841 E	9,795 E
2019	2,650 A	2,483 A	2,625 A	2,431 A	10,189 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.33 E	\$0.32 E	\$0.43 E	\$0.50 E	\$1.56 E
2020	\$0.29 A	\$0.25 A	\$0.42 A	\$0.43 E	\$1.39 E
2019	\$0.28 A	\$0.26 A	\$0.48 A	\$0.35 A	\$1.36 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, except sales and EPS estimates, is as of 01/14/2021. The reports text and the analyst-provided sales and EPS estimates are as of 01/15/2021.

Overview

Arlington, VA-based The AES Corporation, incorporated in 1981, is a global power company. The company's businesses are spread across five continents in 18 countries. The company has six Strategic Business Units (SBUs) located in the U.S., the Andes (Chile, Columbia and Argentina), Brazil, MCAC (Mexico, Central America and Caribbean), Europe and Asia. At the end of 2019, the company had a customer base of 2.5 million.

AES Corp operates in two lines of business – Generation and Utilities.

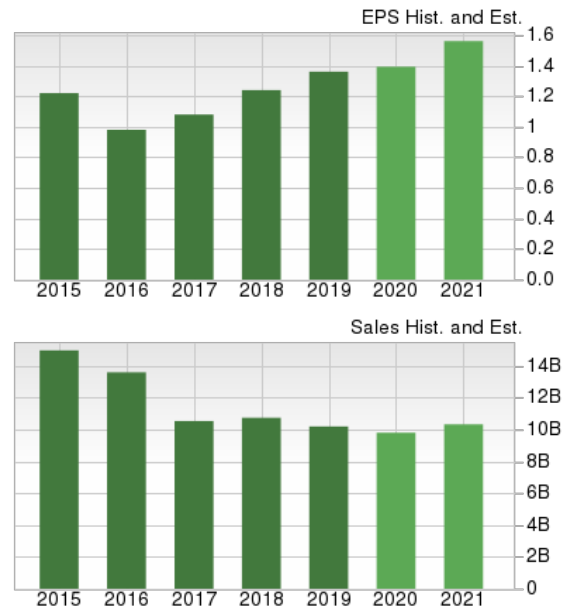
Generation

In the Generation business, the company operates power plants to generate and sell power to wholesale customers such as utilities and other intermediaries. It uses a range of technologies and fuel types including coal, combined-cycle gas turbines, hydroelectric power and biomass. The majority of electricity produced by the Generation business is sold under long-term contracts, or Power Purchase Agreements (PPA), to wholesale customers.

Utilities

In the Utilities business, the company operates utilities to distribute, transmit and sell electricity to customers in the residential, commercial, industrial and governmental sectors in a defined service area. These businesses have structures ranging from pure distribution businesses to fully integrated utilities, which generate, transmit and distribute power. AES' six utility businesses distribute power to 2.5 million people in two countries. AES' two utilities in the United States include a generation capacity of 4,102 MW. Its utility businesses consist of IPL and DP&L in the United States and four utilities in El Salvador.

As of Dec 31, 2019, AES Corp.'s generation mix consisted of 31% gas, 34% coal, 32% renewables and 3% oil, diesel & pet coke. In addition, the company had a gross 31,471 megawatt (MW) in operation.



Source: Zacks Investment Research

Reasons To Buy:

▲ AES Corp. is leading the utility industry's transition to clean energy by investing in sustainable growth and innovative solutions while delivering superior results. The company is taking advantage of favorable trends in clean power generation, transmission and distribution, and LNG infrastructure to grow the profitability of its business. Through its presence in key growth markets, AES Corp. is well positioned to benefit from the global transition toward a more sustainable power generation mix. In this regard, it is imperative to mention that even amid the pandemic, the company successfully signed a 15-year power purchase agreement (PPA) for 100 megawatts in Southern California through sPower in April.

AES Corp's growing partnerships and focus on renewables should act as growth catalysts. Its progress in battery-based energy storage market is also appreciable

▲ AES Corp has been teaming up with other companies to expand footprint in potential markets. To this end AES Corp's joint venture (JV) with Siemens – Fluence – is imperative to mention. This JV, a new global energy storage technology and services company, sells energy storage solutions and services in 160 countries worldwide. Notably, Fluence has been awarded 690 MW of projects as of Sep 30, 2020, bringing its total backlog to 2.4 GW. Fluence's revenues are expected to reach \$500 million by 2020-end, an increase of 400% compared to the last year.

No doubt, this investment has positioned the company at the forefront of the battery-based energy storage market. Moreover, in November 2019, AES Corp. and Google entered into a 10-year alliance for the expansion of clean energy projects. Per the deal, both companies would use artificial intelligence and data analytics to modernize the electric grid and support new renewables projects in the United States and Latin America.

▲ AES Corp. is focused on preserving its financial flexibility by reducing costs. These initiatives will include overhead reductions, procurement efficiencies and operational improvements. Since 2012, AES Corp. achieved \$300 million in cost savings and revenue enhancements. The company is executing its target of additional annual cost savings worth \$100 million, driven by digital initiatives that include utilizing data and technology for maintenance, outage prevention, inspection and procurement. The company expects to achieve this target by 2022.

▲ The company is rapidly expanding its renewable footprint, both in the domestic front and the overseas markets. To this end, it is imperative to mention that AES Corp.'s 531 MW Alto Maipo hydroelectric project in Chile is more than 96% complete as of November 2020. The company expects to complete this project by the end of 2020. On completion, we may expect this hydroelectric plant to substantially boost the company's renewables portfolio. Moreover, the company signed 2,093 MW of renewable contracts in the year-to-date period, increasing its backlog to 6,806 MW.

This includes 2,168 MW under construction, with the expectation of commencing operations through 2021, and 4,638 MW of renewables signed under long-term PPAs, as of Sep 30, 2020. The remaining projects under construction are pertaining to renewables and energy storage, which are expected to come online in 2020 and 2021. Furthermore, AES Corp. has reduced its coal-fired generation to 29% of total generation volumes as of Sep 30 and remains on track to further reduce its coal-fired generation to less than 10% by year-end 2030. Such developments should fortify AES Corp.'s position in the global renewables space. As a result, AES Corp.'s share price increased 33.5% in the past year against the industry's decline of 9.2%.

Reasons To Sell:

▼ In May 2019, the U.S. President Donald Trump increased tariffs on \$200 billion worth of Chinese goods to 25% from 10. The new tariffs, which took effect from Sep 1, 2019, has been effectively levied on all Chinese imports to the United States. This in turn may harm the company's operating performance or lead to a reduction in its customer base. In such a case, AES Corp's revenues will see a decline. These aforementioned factors, in turn, may also impact the economics of future solar development projects in the U.S., including those of the company's solar businesses.

The trend of declining wholesale prices and risks of stringent environmental regulations and operational risks continue to pose challenges for the stock

▼ The wholesale prices of electricity have declined significantly in recent years owing to the increased penetration of renewable generation resources, cheap natural gas and demand side management. Also, in many markets new power purchase agreements have been awarded for renewable generation at prices significantly lower than the prices being awarded just a few years ago. This trend of declining wholesale prices is most likely to continue and might have a material adverse impact on the financial performance of the company.

▼ AES Corp.'s businesses experienced a decrease in demand during the third quarter of 2020, as a result of the coronavirus outbreak. The company's utilities business experienced a low-single-digit percentage decline in the third quarter, while its international businesses witnessed a mid-single-digit demand decrease. AES Corp. is also experiencing a decline in electricity spot prices in some of its markets due to lower system demand.

During the third quarter, the COVID-19 pandemic had a moderate impact on the financial results and operations of the company, as anticipated during the second-quarter earnings call. However, it expects significant economic disruptions from COVID-19 for the remainder of 2020. The company also anticipates experiencing minor delays in some of the utility's development projects, primarily in permitting processes and the implementation of interconnections, due to governments and other authorities having limited capacity to perform their functions. Looking ahead, as the duration and severity of the pandemic remains uncertain, such projections might have a significant adverse impact on the company's operations, financial condition and cash flows in the future.

▼ AES Corp. has a long-term debt of \$19,505 million as of Sep 30, 2020, slightly higher than \$19,332 million as of Jun 30, 2020. The company's cash equivalents worth \$2,263 million as of Sep 30, 2020, were much lower than its long-term debt levels for the period. A comparative analysis of these figures reflects the fragility of AES Corp.'s cash reserve against its long-term debt value. Considering this, the ongoing uncertainty related to the COVID-19 pandemic makes us skeptical about the company's ability to duly meet its obligations.

Moreover, the company's debt-to-capital ratio at the end of the third quarter stood at 0.84, which increased sequentially and also remained highest in the trailing eight quarters. Such an unfavorable financial ratio indicates that AES Corp. might face difficulties and struggle to meet debt obligations at least in the near future.

Last Earnings Report

AES Q3 Earnings Fall Short of Estimates, Revenues Decline Y/Y

AES Corporation's third-quarter 2020 adjusted earnings of 42 cents per share missed the Zacks Consensus Estimate of 43 cents by 2.3%. Moreover, earnings fell 12.5% from the year-ago quarter's 48 cents per share.

Barring a one-time adjustment, the company incurred GAAP losses of 50 cents per share in the reported quarter against GAAP earnings of 32 cents in the prior-year period.

The year-over-year deterioration can be attributed to expenses associated with dispositions and impairments.

Highlights of the Release

AES Corp. generated total revenues of \$2,545 million in the third quarter, down 3% year over year. The top line also lagged the Zacks Consensus Estimate of \$2,649 million by 3.9%.

Total cost of sales was \$1,729 million in the third quarter, down 10.1% year over year. General and administrative expenses were \$41 million, which came in line with the year-ago quarter figure.

Operating income totaled \$756 million, up 7.8% from \$701 million in the year-ago period.

Interest expenses were \$290 million, up 16% from \$250 million in the year-earlier period.

Financial Condition

AES Corp. reported cash and cash equivalents of \$1,505 million as of Sep 30, 2020, compared with \$1,029 million as of Dec 31, 2019.

Non-recourse debt totaled \$15,536 million as of Sep 30, 2020, up from \$14,914 million as of Dec 31, 2019.

In the third quarter of 2020, cash from operating activities was \$1,267 million compared with the year-ago quarter's \$761 million.

Total capital expenditures during the third quarter amounted to \$413 million, which declined from \$558 million incurred in the year-ago quarter.

Guidance

For 2020, AES Corp. had reaffirmed its EPS guidance of \$1.32-\$1.42 but now expects to generate earnings at the top end of the range. The Zacks Consensus Estimate for 2020 earnings is pegged at \$1.37, which is in line with the midpoint of the guidance range.

Quarter Ending 09/2020

Report Date	Nov 06, 2020
Sales Surprise	-3.91%
EPS Surprise	-2.33%
Quarterly EPS	0.42
Annual EPS (TTM)	1.31

Recent News

On **Jan 4, 2021**, AES Corp announced that it has signed an agreement to sell its entire equity interest in the 1,242 MW Mong Duong 2 coal-fired power plant in Vietnam to a consortium led by a US-based investor. This transaction is expected to close in late 2021 or early 2022, subject to customary approvals, including from the Government of Vietnam and the minority partners in Mong Duong 2.

AES owns a 51% equity interest in Mong Duong 2, Posco Energy Company Limited owns 30% and Stable Investment Corporation, a subsidiary of China Investment Corporation, owns the remaining 19%.

On **Dec 7, 2020**, The AES Corporation announced that its board of directors has approved a 5% hike in its first-quarter 2021 common stock quarterly dividend to 14.05 cents, thus taking the annualized payout to 60.20 cents per share. The new quarterly dividend will be paid out on Feb 12, 2021 to its shareholders of record as of Jan 29, 2021.

On **Nov 17, 2020**, The AES Corporation announced an agreement with Alberta Investment Management Corporation (AIMCo) to merge the sPower development platform, a leading independent solar developer in the US, with AES' US-based clean energy development business to accelerate the safe, reliable transition to cleaner energy solutions in the country. AES' wholly-owned clean energy development business includes AES Distributed Energy and a wind development team formerly part of Advance Energy. The merged business will represent one of the top renewables growth platforms.

Valuation

AES Corp.'s shares are up 84.4% in the past six months period and 33.5% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Utilities sector are up 8.3% and 10.4% in the past six months, respectively. Over the past year, the Zacks sub-industry is down 9.2% whereas the sector is down 7.5%.

The S&P 500 index is up 19.2% in the past six months and 16.7% in the past year.

The stock is currently trading at 17.5X forward 12-month earnings, which compares to 15.1X for the Zacks sub-industry, 13.5X for the Zacks sector and 23.1X for the S&P 500 index.

Over the past five years, the stock has traded as high as 17.5X and as low as 6.5X, with a 5-year median of 10.7X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$29 price target reflects 18.5X forward 12-month earnings.

The table below shows summary valuation data for AES

Valuation Multiples - AES					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17.54	15.07	13.49	23.13
	5-Year High	17.54	15.39	15.39	23.79
	5-Year Low	6.52	11.83	11.39	15.3
	5-Year Median	10.67	13.51	13.89	17.83
P/S F12M	Current	1.77	2.27	2.87	4.53
	5-Year High	1.77	2.56	3.2	4.53
	5-Year Low	0.36	1.76	1.79	3.2
	5-Year Median	0.77	2.09	2.16	3.68
EV/EBITDA F12M	Current	8.16	9.87	9.49	17.2
	5-Year High	8.26	11.23	14.82	18.81
	5-Year Low	6.19	8.56	7.19	12.96
	5-Year Median	7.01	10.02	8.85	15.7

As of 01/14/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 31% (174 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
American Electric Power Company, Inc. (AEP)	Neutral	3
China Resources Power Holdings Co. (CRPJY)	Neutral	3
Entergy Corporation (ETR)	Neutral	3
FirstEnergy Corporation (FE)	Neutral	4
NRG Energy, Inc. (NRG)	Neutral	4
Public Service Enterprise Group Incorporated (PEG)	Neutral	3
Vistra Energy Corp. (VST)	Neutral	4
Xcel Energy Inc. (XEL)	Neutral	3

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

Industry Comparison Industry: Utility - Electric Power				Industry Peers		
	AES	X Industry	S&P 500	ETR	NRG	PEG
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	4	3
VGM Score	B	-	-	C	B	C
Market Cap	18.26 B	9.83 B	27.40 B	18.82 B	9.83 B	29.23 B
# of Analysts	4	3	13	5	2	5
Dividend Yield	2.09%	3.17%	1.42%	4.04%	2.98%	3.39%
Value Score	B	-	-	B	A	C
Cash/Price	0.13	0.05	0.06	0.06	0.08	0.03
EV/EBITDA	17.35	10.62	14.74	9.18	8.47	10.62
PEG F1	2.25	3.54	2.60	2.94	NA	5.95
P/B	4.48	1.58	3.77	1.75	5.08	1.85
P/CF	7.98	8.06	14.43	5.73	6.30	9.13
P/E F1	17.59	17.43	20.63	15.79	6.43	17.08
P/S TTM	1.92	1.94	3.02	1.84	1.06	3.02
Earnings Yield	5.68%	5.73%	4.73%	6.33%	15.56%	5.85%
Debt/Equity	4.79	1.06	0.70	1.82	2.99	0.93
Cash Flow (\$/share)	3.44	4.45	6.92	16.39	6.39	6.33
Growth Score	B	-	-	C	D	D
Historical EPS Growth (3-5 Years)	6.86%	4.80%	9.72%	-4.31%	38.54%	4.22%
Projected EPS Growth (F1/F0)	12.03%	6.52%	12.26%	5.72%	31.17%	-1.17%
Current Cash Flow Growth	4.43%	7.02%	5.20%	-3.90%	19.04%	5.82%
Historical Cash Flow Growth (3-5 Years)	0.82%	5.92%	8.37%	0.41%	-2.48%	2.02%
Current Ratio	1.02	0.90	1.38	0.59	1.55	0.76
Debt/Capital	82.72%	51.50%	41.97%	64.01%	74.97%	48.30%
Net Margin	-3.67%	9.00%	10.44%	13.75%	43.90%	19.74%
Return on Equity	24.03%	10.03%	15.40%	11.01%	50.32%	11.30%
Sales/Assets	0.28	0.22	0.50	0.19	0.74	0.20
Projected Sales Growth (F1/F0)	5.38%	4.33%	6.01%	1.92%	10.19%	3.75%
Momentum Score	D	-	-	F	A	C
Daily Price Change	2.12%	-0.05%	0.11%	0.37%	-2.80%	-1.53%
1-Week Price Change	8.17%	-0.32%	2.23%	-4.36%	3.89%	-1.70%
4-Week Price Change	24.26%	-0.06%	2.96%	-6.52%	19.98%	1.03%
12-Week Price Change	34.49%	5.32%	13.26%	-13.00%	21.28%	-5.08%
52-Week Price Change	33.45%	-10.86%	6.24%	-24.77%	4.19%	-2.10%
20-Day Average Volume (Shares)	5,360,135	346,316	1,749,628	1,306,165	2,155,000	2,120,780
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.21%	0.83%
EPS F1 Estimate 4-Week Change	0.16%	0.00%	0.06%	-0.03%	0.21%	0.42%
EPS F1 Estimate 12-Week Change	1.13%	0.14%	2.44%	0.13%	-10.96%	0.59%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-12.35%	0.00%	-0.44%

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

P/TB Ratio: The price-to-tangible-book value ratio is calculated as 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.