

American International (AIG)

\$30.46 (As of 10/12/20)

Price Target (6-12 Months): **\$26.00**

Long Term: 6-12 Months

Zacks Recommendation: Underperform

(Since: 10/06/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

5-Strong Sell

Zacks Style Scores:

VGM:B

Value: B

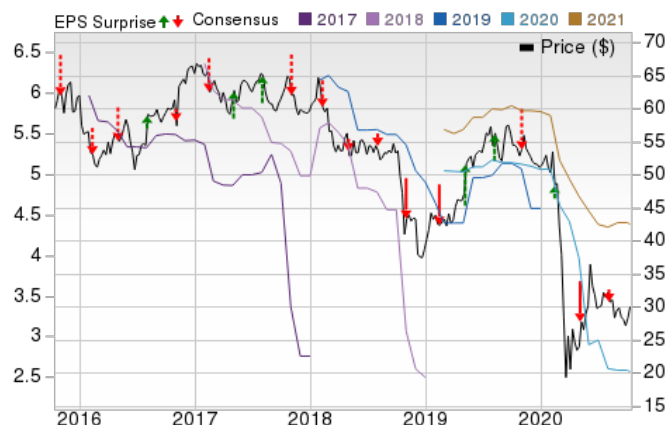
Growth: B

Momentum: B

Summary

Shares of American International have underperformed its industry in a year. The company's revenues have been under pressure since the past several years. The top line is likely to remain under pressure due to COVID-19-led uncertainty in the business and economic environment. A low interest rate remains another headwind. A high-debt position along with low return on equity make the company unattractive for investors. Its exposure to catastrophe losses also induces volatility to its earnings. Nevertheless, several cost-cutting efforts resulted in operational efficiency, keeping AIG on track to achieve \$300 million worth exit run-rate savings for 2020. This, in turn, is likely to provide an extra cushion to its operating margins. A number of divestitures made over the years also streamlined the company's business.

Price, Consensus & Surprise

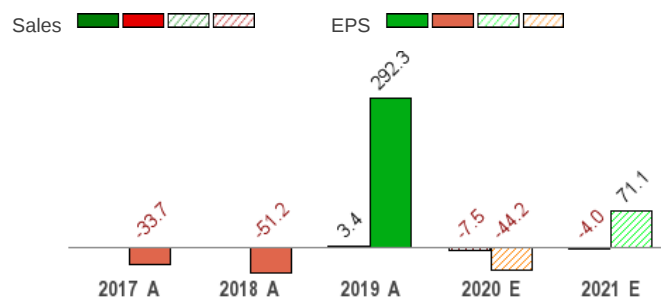


Source: Zacks Investment Research

Data Overview

52-Week High-Low	\$56.42 - \$16.07
20-Day Average Volume (Shares)	7,418,455
Market Cap	\$26.2 B
Year-To-Date Price Change	-40.7%
Beta	1.36
Dividend / Dividend Yield	\$1.28 / 4.2%
Industry	Insurance - Multi line
Zacks Industry Rank	Bottom 35% (164 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-1.5%
Last Sales Surprise	-1.4%
EPS F1 Estimate 4-Week Change	-0.8%
Expected Report Date	11/06/2020
Earnings ESP	-15.5%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	10,934 E	10,863 E	10,911 E	10,911 E	43,620 E
2020	11,265 A	11,728 A	11,472 E	11,151 E	45,426 E
2019	12,902 A	12,157 A	11,985 A	12,070 A	49,114 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.08 E	\$1.11 E	\$1.02 E	\$1.07 E	\$4.38 E
2020	\$0.11 A	\$0.66 A	\$0.83 E	\$0.94 E	\$2.56 E
2019	\$1.58 A	\$1.43 A	\$0.56 A	\$1.03 A	\$4.59 A

*Quarterly figures may not add up to annual.

P/E TTM	12.9
P/E F1	11.9
PEG F1	1.1
P/S TTM	0.5

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 10/12/2020. The reports text is as of 10/13/2020.

Overview

American International Group is a leading global insurance organization. Building on its long history, it provides a wide range of property casualty insurance, life insurance, retirement solutions, and other financial services to customers in more than 80 countries and jurisdictions.

These diverse offerings include products and services that help businesses and individuals protect their assets, manage risks and provide for retirement security. AIG common stock is listed on the New York Stock Exchange.

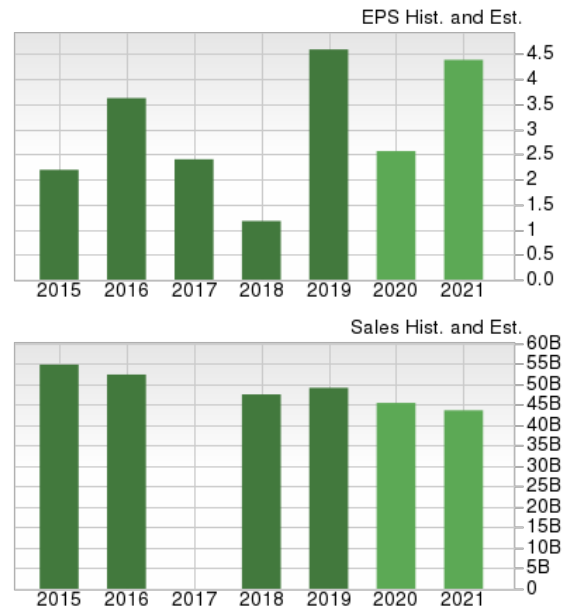
AIG is reporting its core insurance operations under four segments:

General Insurance (64% of adjusted revenues in 2019) provides insurance products and services for commercial and personal insurance customers, through a diversified, multichannel distribution network. It includes the following major operating companies: National Union Fire Insurance Company of Pittsburgh, Pa. (National Union); American Home Assurance Company (American Home); Lexington Insurance Company (Lexington); AIG General Insurance Company, Ltd. (AIG Sonpo); AIG Asia Pacific Insurance, Pte. Ltd.; AIG Europe S.A.; American International Group UK Ltd.; Validus Reinsurance, Ltd.; Talbot Holdings Ltd.; Western World Insurance Group, Inc. and Glatfelter Insurance Group (Glatfelter).

Life and Retirement (33%) consist of a broad portfolio of life insurance, retirement and institutional products offered through an extensive, multichannel distribution network. It includes the following major operating companies: American General Life Insurance Company (American General Life); The Variable Annuity Life Insurance Company (VALIC); The United States Life Insurance Company in the City of New York (U.S. Life); Laya Healthcare Limited and AIG Life Limited.

Other Operations (3%) it includes AIG Parent; Blackboard; deferred tax assets related to tax attributes; corporate expenses and intercompany eliminations.

Legacy Portfolio includes Legacy General Insurance Run-Off Lines, Legacy Life and Retirement Run-Off Lines and Legacy Investments. Effective in 2018, the company's newly formed Bermuda domiciled composite reinsurer, DSA Reinsurance Company, Ltd. (DSA Re) will be part of the Legacy Portfolio.



Source: Zacks Investment Research

Reasons To Sell:

- ▼ **Exposure to Catastrophe Loss:** The company's property and casualty business exposes it to weather-related losses. It has been incurring catastrophe losses over the years that have weighed on its underwriting margins. In the first half of 2020, the company incurred huge catastrophe loss which also included COVID-19 losses which weighed on its operating margins. Given its exposure to weather related losses, the company's earnings will continue to suffer.
- ▼ **Solvency Position:** As of Jun 30, 2020, AIG had total debt of \$39.3 billion and cash balance of \$30.2 billion. Further, debt-to-equity ratio of 62.5 is higher than the industry's average of 44.5. Its time-interest-earned ratio is very low compared with the industry. Also given the difficult operating condition weighing on the company, its high level of debt compared to liquidity position might make it difficult to service its debt.
- ▼ **Low Return on Equity (ROE):** The company's ROE of 4.6% declined 580 basis points year over year and is lower than the industry average of 7.5%. This reflects the company's relative inefficiency in utilizing shareholders' funds.
- ▼ **Revenues Under Pressure:** The company's revenues has been under pressure since past several years. The same was down 9.6% year over year in the first half of 2020. We believe, the top line will remain stressed due to COVID-19-led uncertainty in the business and economic environment. The company also withdrew its previously-issued guidance including the one related to adjusted return on equity.
- ▼ **Low Interest Rates a Headwind:** Net investment income declined 23% year over year in the first six months of 2020. Given that the interest rates are expected to remain at low levels for now, we expect investment income to remain under pressure. The low interest rate environment affects sales of interest rate sensitive products, such as annuities. Additionally, persistently low interest rates may result in higher pension expense due to the impact of discounting projected benefit cash flows.
- ▼ **Share Price Performance:** The company's shares are down 45% in the year-to-date period compared with its industry's decline of 28.1%. Given the headwinds facing the company its stock will remain under pressure.

Weak revenues, exposure to catastrophe losses and weak solvency position pose risks.

Risks

- **Divestitures:** Over the years, AIG has been streamlining its core insurance operations and restructuring businesses by axing operations, thereby enhancing capital allocation and operating leverage. Since 2008, the company has executed over 50 asset sales and divestitures, resulting in proceeds in excess of \$100 billion. These divestitures were made to generate proceeds for repaying the bailout funds to the U.S. government, simplify the company which had huge unrelated operations creating very little synergistic benefits, focus on core operations generating higher return on equity, and use funds for share buyback. Recently, the company completed the divestiture of a majority stake in its legacy specialist run-off company, Fortitude RE. The sale of Fortitude Re improved AIG's risk profile and reduced its exposure to long-tail runoff liabilities and a related interest rate risk. Divesting these businesses will allow the company to streamline operations and focus on high growth areas.
 - **Acquisitions:** AIG has acquired Ellipse, a specialist provider of group life risk protection in the UK, from Munich Re. The transaction strengthens AIG's position in Life & Retirement businesses. The buyout of Validus Holdings, Ltd. and Glatfelter Insurance Group, also strengthened its global General Insurance business. The company's CEO, Brian Duperreault, has made a significant shift in its capital utilization and now expects to utilize capital for possible buyouts in the international markets, boosting the company's personal and life lines segments plus investing in the domestic middle market as opposed to its hitherto usage of capital resource for share repurchases. This strategy should lead to long-term growth via business expansion.
 - **Cost Control Efforts:** The company undertook a transformative program named AIG 200, which is a global, multi-year initiative to achieve transformational change and \$1 billion of GOE savings. This initiative, costing the company \$1.3 billion, is aimed at organizational simplification, operational efficiency and business rationalization. The company remains on track to achieve \$300 million in exit run rate savings for 2020 and \$1 billion in overall run rate savings by the end of 2022. We believe, the company's initiatives will result in operational efficiency and therefore will provide an extra cushion to its operating margins.
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Last Earnings Report

AIG Miss Earnings Estimates in Q2

American International Group's second-quarter 2020 operating earnings of 66 cents per share missed the Zacks Consensus Estimate by 1.5%. The bottom line also declined 53.8% year over year, primarily due to higher catastrophe losses incurred on account of the COVID-19 pandemic, lower revenues and elevated costs.

Total revenues of \$11.7 billion declined 3.5% year over year. The top line also missed the Zacks Consensus Estimate by 1.4% owing to reduced premiums and softer net investment income.

Total net investment income of \$3.4 billion plunged 10.1% year over year.

Total benefit, losses and expenses of \$19.1 billion escalated 77.7% year over year due to higher policyholder benefits and losses incurred, and interest expense.

The company incurred catastrophe losses, net of reinsurance of \$674 million, which soared 287.4% year over year. The reported quarter's catastrophe losses include \$458 million of estimated COVID-19 losses, \$126 million due to civil unrest and the balance \$90 million was related to weather-related loss.

Adjusted return on equity was 4.6% compared with 10.4% in the year-ago quarter.

As of Jun 30, 2020, the insurer's adjusted book value per share (excluding AOCI) was \$55.90, down 5.1% from the level as of Dec 31, 2019.
Strong Segmental Results

General Insurance

Net premiums written of \$5.5 billion were down 16% year over year due to lower premiums in the company's North American and International business.

The segment reported an underwriting loss of \$343 million against an underwriting income of \$147 million in the prior-year quarter. Combined ratio of 106 deteriorated 820 basis points (bps) due to intensified catastrophe losses.

Life and Retirement

Premium and fees surged 72% year over year to \$2.3 billion, led by solid contribution from Individual Retirement, Life Insurance and Institutional Markets, partly offset by lower contribution from Group Retirement.

The segment reported adjusted pre-tax income of \$881 million, down 16% year over year due to sluggish contribution from Individual Retirement, Group Retirement and Life Insurance sub-segments.

Financial Position

AIG exited the second quarter with cash of \$3.4 billion, up 19.3% from 2019 end. As of Jun 30, 2020, the company had long-term debt of \$29.2 billion, up 14.8% year from 2019-end level.

Total assets of \$569.4 billion increased 8.4% from the level at 2019 end. Shareholder equity was \$62.2 billion, down 5.2% from 2019-end level.

Quarter Ending	06/2020
Report Date	Aug 03, 2020
Sales Surprise	-1.40%
EPS Surprise	-1.49%
Quarterly EPS	0.66
Annual EPS (TTM)	2.36

Recent News

AIG and Its Subsidiaries Get Rating Actions From AM Best — Aug 20, 2020

Credit rating agency AM Best has affirmed American International Group's Long-Term Issuer Credit Rating of "bbb". Moreover, the credit rating giant has affirmed the Financial Strength Rating (FSR) of A (Excellent) and the Long-Term ICRs of "a" of its property/casualty insurance units (AIG PC). Notably, the outlook of these ratings is stable.

AM Best also downgraded the Long-Term ICR to "a" from "a+" and affirmed the FSR of A (Excellent) for the members of the AIG Life & Retirement Group (AIG L&R). The outlook of the Long-Term ICR is changed to stable from negative while the outlook of FSR remains stable.

Valuation

American International Group's shares are down 45% and 47.4% in the year-to-date period and over the trailing 12-month period, respectively. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 28.1% and 17.5% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 19.7% and 9.9%, respectively.

The S&P 500 index is up 4% in the year-to-date period and up 14.1% in the past year.

The stock is currently trading at 0.42x trailing 12-month book value, which compares to 1.22x for the Zacks sub-industry, 2.6x for the Zacks sector and 6.14x for the S&P 500 index.

Over the past five years, the stock has traded as high as 0.73x and as low as 0.24x, with a 5-year median of 0.44x. Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$26 price target reflects 0.36x book value.

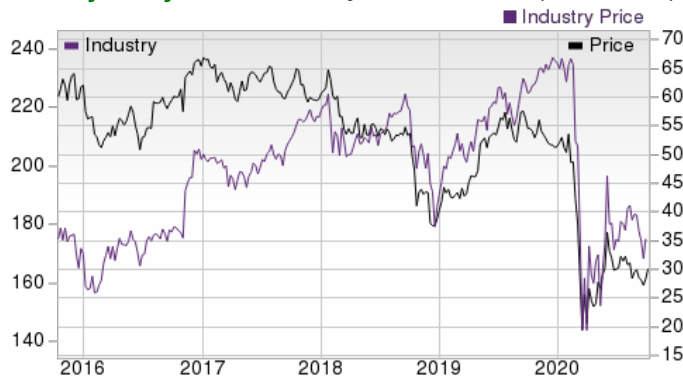
The table below shows summary valuation data for AIG

Valuation Multiples - AIG					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	0.42	1.22	2.6	6.14
	5-Year High	0.73	1.71	2.88	6.2
	5-Year Low	0.24	0.85	1.72	3.85
	5-Year Median	0.44	1.21	2.54	5.48
P/S F12M	Current	0.6	8	6.14	4.23
	5-Year High	0.99	1.35	6.66	4.31
	5-Year Low	0.33	0.77	4.97	3.12
	5-Year Median	0.58	0.98	6.18	3.91
P/E F12M	Current	7.77	8.25	16.46	21.89
	5-Year High	21.72	9.67	16.72	23.46
	5-Year Low	4.06	6.62	11.6	15.26
	5-Year Median	10.69	8.29	15.45	17.67

As of 10/12/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 35% (164 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Aegon NV (AEG)	Neutral	3
Aflac Incorporated (AFL)	Neutral	3
Ageas SA (AGESY)	Neutral	2
The Hartford Financial Services Group, Inc. (HIG)	Neutral	3
MetLife, Inc. (MET)	Neutral	3
Prudential Financial, Inc. (PRU)	Neutral	3
Swiss Re Ltd. (SSREY)	Neutral	3
Zurich Insurance Group Ltd. (ZURVY)	Neutral	3

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

Industry Comparison Industry: Insurance - Multi Line				Industry Peers		
	AIG	X Industry	S&P 500	HIG	PRU	SSREY
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	5	-	-	3	3	3
VGM Score	B	-	-	B	C	F
Market Cap	26.24 B	3.64 B	23.69 B	13.98 B	27.33 B	24.88 B
# of Analysts	6	3	13	5	3	2
Dividend Yield	4.20%	2.23%	1.59%	3.33%	6.36%	6.30%
Value Score	B	-	-	A	A	B
Cash/Price	1.17	0.31	0.07	0.29	2.08	NA
EV/EBITDA	3.06	4.02	13.64	4.49	-1.50	NA
PEG F1	1.05	1.19	2.95	1.17	0.82	NA
P/B	0.42	0.87	3.55	0.84	0.41	0.86
P/CF	2.92	7.84	13.58	5.63	5.24	20.98
P/E F1	11.55	10.09	22.44	8.16	7.34	NA
P/S TTM	0.54	0.85	2.67	0.67	0.48	NA
Earnings Yield	8.40%	9.03%	4.29%	12.24%	13.63%	-1.48%
Debt/Equity	0.63	0.26	0.70	0.26	0.30	NA
Cash Flow (\$/share)	10.45	3.42	6.93	6.94	13.20	0.93
Growth Score	B	-	-	C	F	F
Historical EPS Growth (3-5 Years)	2.87%	6.98%	10.41%	10.45%	5.05%	NA
Projected EPS Growth (F1/F0)	-44.15%	-6.10%	-2.99%	-15.36%	-19.33%	-147.50%
Current Cash Flow Growth	41.46%	7.19%	5.49%	20.19%	2.41%	68.22%
Historical Cash Flow Growth (3-5 Years)	-3.88%	1.69%	8.51%	2.69%	1.57%	-20.40%
Current Ratio	0.34	0.47	1.35	0.32	0.13	NA
Debt/Capital	38.47%	21.42%	42.91%	20.31%	23.26%	NA
Net Margin	-9.46%	4.27%	10.28%	8.80%	-0.25%	NA
Return on Equity	3.28%	6.79%	14.79%	12.62%	6.13%	NA
Sales/Assets	0.09	0.20	0.51	0.30	0.06	NA
Projected Sales Growth (F1/F0)	-7.51%	0.00%	-0.59%	0.00%	-5.03%	-21.23%
Momentum Score	B	-	-	F	B	F
Daily Price Change	1.70%	1.01%	0.65%	1.11%	1.93%	1.19%
1-Week Price Change	6.13%	3.79%	4.06%	2.80%	6.26%	2.71%
4-Week Price Change	3.61%	2.14%	3.76%	0.39%	-0.82%	-5.82%
12-Week Price Change	-3.02%	0.00%	8.70%	-4.99%	9.79%	-3.35%
52-Week Price Change	-43.81%	-18.72%	6.31%	-34.02%	-22.55%	-22.94%
20-Day Average Volume (Shares)	7,418,455	185,763	2,117,216	2,698,865	2,490,870	37,868
EPS F1 Estimate 1-Week Change	-0.77%	0.00%	0.00%	0.00%	0.69%	0.00%
EPS F1 Estimate 4-Week Change	-0.77%	0.00%	0.00%	-1.65%	0.69%	0.00%
EPS F1 Estimate 12-Week Change	-7.68%	3.69%	3.69%	4.05%	2.52%	-164.05%
EPS Q1 Estimate Monthly Change	0.65%	0.00%	0.00%	-1.22%	0.39%	NA

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	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.

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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