

Allegion plc (ALLE)

\$116.72 (As of 02/09/21)

Price Target (6-12 Months): **\$123.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 12/22/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:C

Value: D

Growth: B

Momentum: D

Summary

Allegion is well poised to benefit from strength in the electronic products business, along with product development and a large customer base in the long term. Also, improvement in demand across home builder markets and point-of-sales in the e-commerce channels are likely to be tailwinds. Several cost-control measures, along with pricing and productivity actions, are likely to boost margins. Its shareholder-friendly policies are expected to work in its favor. However, the company's shares have underperformed the industry in the past six months. Low demand environment on account of the pandemic and weakness across non-residential markets are concerns. Also, owing to international exposure, the company's overseas business is exposed to forex woes. Further, rise in debt levels can increase its financial obligations and hurt profitability.

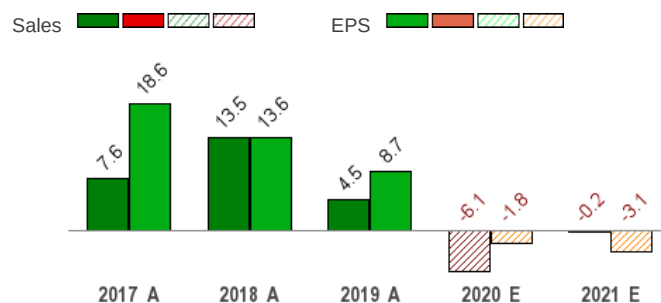
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$139.24 - \$77.37
20-Day Average Volume (Shares)	645,655
Market Cap	\$10.8 B
Year-To-Date Price Change	0.6%
Beta	1.12
Dividend / Dividend Yield	\$1.44 / 1.1%
Industry	Security and Safety Services
Zacks Industry Rank	Top 27% (69 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	39.2%
Last Sales Surprise	9.7%
EPS F1 Estimate 4-Week Change	0.7%
Expected Report Date	02/16/2021
Earnings ESP	0.0%
P/E TTM	23.8
P/E F1	25.1
PEG F1	2.1
P/S TTM	4.0

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	629 E	629 E	717 E	690 E	2,674 E
2020	675 A	590 A	728 A	691 E	2,680 E
2019	655 A	731 A	748 A	720 A	2,854 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.94 E	\$1.07 E	\$1.39 E	\$1.20 E	\$4.65 E
2020	\$1.04 A	\$0.92 A	\$1.67 A	\$1.17 E	\$4.80 E
2019	\$0.88 A	\$1.26 A	\$1.47 A	\$1.28 A	\$4.89 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 02/09/2021. The report's text and the analyst-provided price target are as of 02/10/2021.

Overview

Headquartered in Dublin, Ireland, **Allegion plc** is a leading global provider of security products and solutions for business and domestic purposes. It came into existence on Dec 1, 2013, as a stand-alone public company, after Ingersoll-Rand plc separated its commercial and residential security businesses.

Allegion offers an extensive portfolio of mechanical and electronic security products — including doors and door systems, electronic security products, biometric and mobile access control systems, locks, locksets, exit devices, portable locks, and workforce productivity systems and other accessories. Comprising more than 30 brands, the company sells products in 130 countries in the world (as of 2019 end).

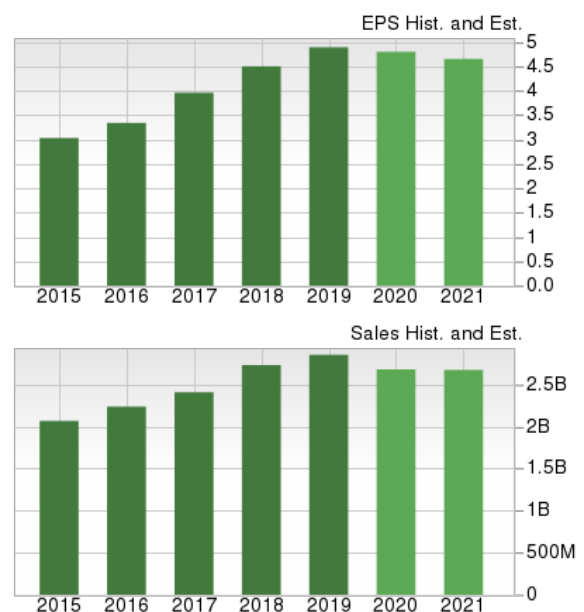
Market-leading brands offered by Allegion include CISA, DEXTER, FALCON, LCN, Interflex, Schlage, Von Duprin, SimonsVoss and many more. The company's products and solutions are sold to end users in residential, institutional and commercial facilities — including residential, government, education, healthcare and commercial office markets.

Notably, the company sells products through distribution and retail channels like specialty distribution, wholesalers, e-commerce and several retail channels — including online platforms and small specialty showroom outlets.

Allegion's business is classified in three reportable segments —

Americas; Europe, Middle East, India and Africa (EMEIA); and Asia Pacific — based on geographical locations served.

In one hand, the company's Americas segment generated the largest share of revenues — roughly 74% — in the third quarter of 2020. On the other hand, the EMEIA segment generated 20.4% of the quarter's revenues and the Asia Pacific segment generated 5.6%.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ Allegion's business strength and wide geographical presence are expected to be beneficial over the long term. The company expects its residential businesses to remain strong for the long run, backed by healthy backlog and strength across the new construction and retail end markets in the Americas segment. Of late, it has been witnessing improvement in demand across home builder markets and point-of-sales in the e-commerce channels. For the EMEA segment, strength in the company's Global Portable Security and SimonsVoss businesses are likely to be tailwinds. The company expects its electronic products business to be a long-term growth driver, backed by a solid product portfolio, supply chain strength and a large customer base.
- ▲ Allegion's pricing and productivity initiatives, along with its restructuring actions, will continue to act as tailwinds in the quarters ahead. Apart from the permanent structural cost saving initiatives, the company has undertaken several cost-control measures in response to the coronavirus crisis, to maintain a healthy capital structure. Some of the actions taken by the company are the reduction of discretionary expenses, eliminating unnecessary investments, and restructuring and re-prioritization of its capital expenditure. For 2020, the company expects to realize \$80 million of cost reduction on a year-over-year basis. In the quarters ahead, this will help the company to maintain a healthy margin performance.
- ▲ Allegion continuously updates its products and develops new ones to keep up with the changing market sentiment toward electronic security products and solutions. In fact, over time, sales of such electronic security products have grown at a steady rate. Of late, growing popularity for its Schlage and Interflex branded products bode well for the company. In addition, in April 2019, it brought SimonsVoss and Interflex businesses under one management team, which has been enabling it to execute the decision-making process, investments, innovation development and marketing work more effectively. In addition, the company is committed toward increasing the wealth of shareholders through share repurchase programs and dividend payments. In February 2021, the board of directors approved a 13% hike in the quarterly dividend rate. Also, in the first nine months of 2020, it paid out dividends worth \$88.3 million, higher than \$75.5 million paid out in the year-ago comparable period. Moreover, the company repurchased shares worth \$94.1 million in the first nine months of 2020. Such diligent capital-deployment strategies are expected to boost shareholders' wealth.

Strength in electronic products business, pricing and productivity initiatives, along with several cost-control measures, are expected to enhance Allegion's long-run performance.

Reasons To Sell:

- ▼ Allegion's revenues in the third quarter were 2.7% lower than the year-ago figure and decreased 3.4% on an organic basis. The decline was primarily attributable to lower customer demand across commercial and institutional end-markets, owing to the coronavirus outbreak-related market downturn. For 2020, the company expects challenged demand environment across the non-residential markets in Americas owing to the pandemic, weakness in Korean and Australian end-markets. Also, impacts of business divestiture in Colombia and Turkey continue to have a bearing on the company's results. For the Americas operations, it projects organic revenue decline of 5.5-6% in 2020, whereas the same for EMEA and the Asia Pacific are expected to be down 6.5-7.5% and 12-13%, respectively. Notably, the company expects 2020 overall revenues to decline 6-6.5% on both reported basis and organic basis. In the past six months, Allegion's shares have gained 12.1% compared with the industry's growth of 23.1%.

The coronavirus outbreak-led market downturn, high long-term debt level and unfavorable movements in foreign currencies might hurt Allegion's near-term results.
 - ▼ High-debt levels are concerning for Allegion as it raises financial obligations and might prove detrimental to its profitability. The company's long-term debt in the last six years (2014-2019) increased 2.7% (CAGR). At the end of the third quarter of 2020, its long-term debt was \$1,428.9 million, up from \$1,427.6 million recorded at 2019 end. Also, it is worth mentioning here that compared with the industry, the company seems more leveraged with than the industry. The stock's long-term debt-to-capital ratio was 63.3% at the end of third-quarter 2020, higher than the industry's 42.2%.
 - ▼ Allegion intends to expand its business in new overseas markets. However, this exposes it to social and environmental risks as well as forex woes. For instance, in the first nine months of 2020, currency translation had an adverse impact of 0.1% on its consolidated revenues. A stronger U.S. dollar might further depress the company's overseas business results in the quarters ahead. Moreover, Allegion's businesses are subject to seasonality, depending on the product line. Any uncertainties or adversities can be a huge drag on the company's sales, going forward. Although the company's restructuring initiatives, integration activities for acquired assets and investments for product development are promising for its long-term growth, it negatively impacts its short-term earnings. Notably, for 2020, the company expects investments related to restructuring actions and integration of acquired asset activities to have an adverse impact of 26-31 cents on earnings. For 2020, earnings per share are expected to be \$4.75 to \$4.80, suggesting a year-over-year decline of 2.4% at the mid-point.
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Last Earnings Report

Allegion Earnings & Revenues Surpass Estimates in Q3

Allegion has reported better-than-expected results for third-quarter 2020, wherein both adjusted earnings and revenues surpassed the Zacks Consensus Estimate.

Earnings Rise, Revenues Decline

Quarterly adjusted earnings were \$1.67 per share, beating the Zacks Consensus Estimate of \$1.20. Notably, the bottom line was 13.6% higher than the year-ago figure of \$1.47. The improvement was driven by lower operating expenses.

Revenues totaled \$728.4 million, down 2.7% year over year. However, the top line beat the consensus estimate of \$664 million. Revenues fell 3.4% on an organic basis. The top-line performance was adversely impacted by the coronavirus outbreak-related issues.

Segmental Breakup

Revenues in the **Americas** fell 5.1% year over year to \$539.1 million, owing to softness in non-residential and electronics businesses.

EMEIA (Europe, Middle East, India and Africa) revenues grew 7.7% to \$148.4 million on higher sales volume, partially offset by adverse impacts of divestitures.

Revenues in the **Asia Pacific** fell 4.2% to \$40.9 million in the quarter, reflecting weak end markets in Korea, partially offset by positive market conditions in Australia.

Costs & Margins Details

In the third quarter, Allegion's cost of sales decreased 0.9% year over year to \$409.2 million. Gross profit fell 4.9% to \$319.2 million, while gross margin contracted 100 basis points (bps) to 43.8%.

Selling and administrative expenses decreased 6.7% year over year to \$156.2 million.

Adjusted operating margin expanded 20 bps to 23.3%.

Balance Sheet & Cash Flow

As of Sep 30, 2020, Allegion had cash and cash equivalents of \$428.9 million, up from \$355.3 recorded on Dec 31, 2019. Long-term debt was \$1,428.9 million, up from \$1,427.6 million recorded at the end of 2019.

In the first nine months of 2020, the company generated net cash of \$289.4 million from operating activities compared with \$279.4 million in the year-ago comparable period. Capital expenditure totaled \$33.3 million compared with \$49.4 million in the year-ago period.

2020 Guidance

Allegion provided its financial outlook for 2020.

Adjusted earnings per share are expected to be \$4.75 to \$4.80 compared with \$4.15-\$4.30 guided earlier.

The company expects 2020 revenues to decline 6-6.5% on both reported and organic basis.

Adjusted effective tax rate is anticipated to be approximately 13% for the year.

Available cash flow is expected to be \$400-\$420 million.

Quarter Ending	09/2020
Report Date	Oct 22, 2020
Sales Surprise	9.66%
EPS Surprise	39.17%
Quarterly EPS	1.67
Annual EPS (TTM)	4.91

Recent News

Dividend

On **Feb 5, 2021**, Allegion announced 13% or 4 cents per share rise in the quarterly dividend rate, which now increased from 32 cents to 36 cents. On an annualized basis, the dividend raised to \$1.44 per share from \$1.28. This increment marks the company's 7th consecutive year of dividend raise.

Allegion will pay out the revised dividend on Mar 31, 2021 to its shareholders of record as of Mar 17.

Valuation

Allegion's shares have increased 12.1% in the past six months, while declined 15.4% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Industrial Products sector are up 23.1% and 26.8% in the past six months, respectively. Over the past year, the Zacks sub-industry increased 23.3%, while the sector grew 25%.

The S&P 500 index increased 18.9% in the past six months and 18.6% in the past year.

The stock is currently trading at 24.81x forward 12-month earnings per share, which compares to 21.04x for the Zacks sub-industry, 23.43x for the Zacks sector and 22.89x for the S&P 500 Index.

Over the past five years, the stock has traded as high as 27.44x and as low as 15.12x, with a 5-year median of 19.67x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our price target of \$123 reflects 26.15x forward 12-month earnings.

The table below shows summary valuation data for ALLE.

Valuation Multiples - ALLE					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	24.81	21.04	23.43	22.89
	5-Year High	27.44	21.04	23.43	23.8
	5-Year Low	15.12	10.95	12.64	15.3
	5-Year Median	19.67	16.83	17.94	17.85
P/Sales F12M	Current	4.01	2.27	3.55	4.56
	5-Year High	4.31	2.92	3.55	4.56
	5-Year Low	2.35	1.04	1.62	3.2
	5-Year Median	3.03	1.55	2.12	3.68

As of 02/09/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 27% (69 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
ADT Inc. (ADT)	Neutral	2
Alarm.com Holdings, Inc. (ALRM)	Neutral	2
Brady Corporation (BRC)	Neutral	3
Fortune Brands Home & Security, Inc. (FBHS)	Neutral	3
Frontdoor, Inc. (FTDR)	Neutral	3
NAPCO Security Technologies, Inc. (NSSC)	Neutral	3
Spectrum Brands Holdings Inc. (SPB)	Neutral	3
Net 1 UEPS Technologies, Inc. (UEPS)	Neutral	2

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

Industry Comparison Industry: Security And Safety Services				Industry Peers		
	ALLE	X Industry	S&P 500	ALRM	BRC	SPB
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	2	3	3
VGM Score	C	-	-	F	B	A
Market Cap	10.77 B	315.32 M	27.82 B	4.98 B	2.63 B	3.55 B
# of Analysts	4	2	13	4	2	3
Dividend Yield	1.09%	0.00%	1.41%	0.00%	1.74%	2.02%
Value Score	D	-	-	F	B	A
Cash/Price	0.04	0.07	0.06	0.05	0.10	0.15
EV/EBITDA	19.12	11.03	14.91	54.12	14.35	11.39
PEG F1	2.13	2.56	2.41	3.18	2.81	0.79
P/B	13.02	4.82	3.76	11.35	2.99	2.46
P/CF	19.94	18.22	15.61	51.79	19.47	9.75
P/E F1	25.10	22.54	20.58	63.54	19.69	16.15
P/S TTM	3.97	3.46	3.05	8.39	2.46	0.84
Earnings Yield	3.97%	3.97%	4.78%	1.58%	5.08%	6.19%
Debt/Equity	1.73	0.09	0.68	0.25	0.00	1.72
Cash Flow (\$/share)	5.85	0.64	6.76	2.02	2.61	8.43
Growth Score	B	-	-	D	A	A
Historical EPS Growth (3-5 Years)	11.55%	9.72%	9.27%	58.04%	13.88%	NA
Projected EPS Growth (F1/F0)	-3.07%	14.28%	13.76%	1.27%	21.80%	25.85%
Current Cash Flow Growth	5.29%	0.64%	4.21%	11.76%	-12.42%	-25.49%
Historical Cash Flow Growth (3-5 Years)	13.35%	6.64%	7.74%	38.49%	5.29%	55.21%
Current Ratio	2.29	2.66	1.38	4.67	2.66	1.77
Debt/Capital	63.34%	17.50%	41.31%	21.72%	0.00%	63.22%
Net Margin	11.12%	0.56%	10.59%	12.64%	10.11%	4.85%
Return on Equity	63.43%	8.98%	14.81%	17.50%	13.80%	19.43%
Sales/Assets	0.94	0.62	0.51	0.93	0.92	0.82
Projected Sales Growth (F1/F0)	-0.22%	5.83%	6.20%	5.95%	2.97%	4.99%
Momentum Score	D	-	-	F	C	A
Daily Price Change	-0.26%	0.36%	-0.08%	3.21%	0.51%	-1.34%
1-Week Price Change	6.34%	4.98%	4.58%	9.90%	5.77%	9.53%
4-Week Price Change	-2.64%	5.56%	0.62%	-1.32%	-5.34%	1.41%
12-Week Price Change	1.09%	39.46%	7.81%	49.24%	7.25%	25.64%
52-Week Price Change	-15.35%	26.81%	9.04%	123.89%	-6.40%	39.03%
20-Day Average Volume (Shares)	645,655	288,875	2,065,226	487,365	288,875	326,152
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	6.62%
EPS F1 Estimate 4-Week Change	0.70%	0.00%	0.61%	0.09%	0.00%	7.11%
EPS F1 Estimate 12-Week Change	1.25%	2.50%	1.59%	0.09%	3.21%	22.60%
EPS Q1 Estimate Monthly Change	2.55%	0.00%	0.16%	0.75%	0.00%	-6.15%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

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

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

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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.