

Ally Financial Inc. (ALLY)

\$50.19 (As of 06/23/21)

Price Target (6-12 Months): **\$53.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 05/26/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:A

Value: A

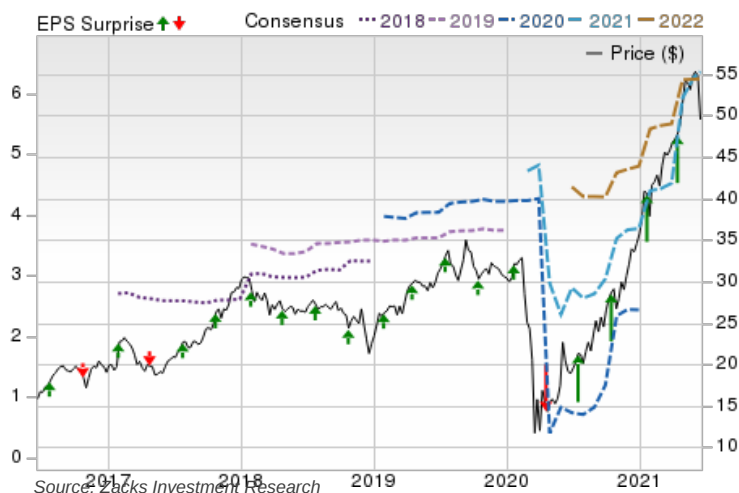
Growth: A

Momentum: A

Summary

Ally Financial's shares have outperformed the industry over the past 12 months. The company has an impressive earnings surprise history. The company's earnings outpaced the Zacks Consensus Estimate in each of the trailing four quarters. The company's efforts to diversify revenues, along with decent growth in consumer loans, is expected to continue supporting financials. Given the robust capital position, the company's capital deployment plans look sustainable. Thus, the company will continue to enhance shareholder value, going forward. However, persistently rising operating expenses (mainly due to the company's inorganic growth efforts) will hurt the company's bottom line growth to some extent. Also, deteriorating credit quality and low rates make us apprehensive about Ally Financial's growth prospects, going forward.

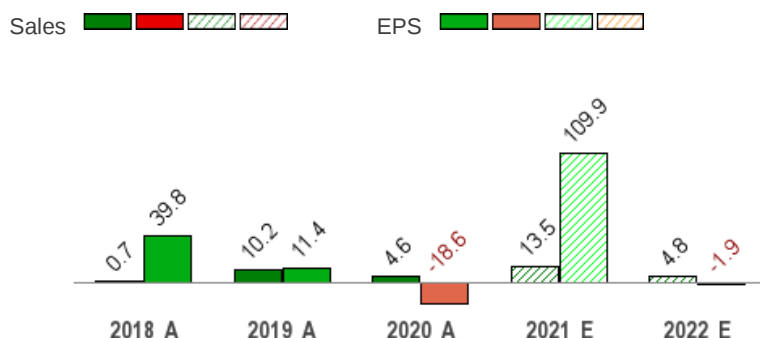
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$56.61 - \$18.62
20-Day Average Volume (Shares)	3,805,463
Market Cap	\$18.6 B
Year-To-Date Price Change	40.8%
Beta	1.61
Dividend / Dividend Yield	\$0.76 / 1.5%
Industry	Financial - Consumer Loans
Zacks Industry Rank	Top 17% (42 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	77.1%
Last Sales Surprise	10.1%
EPS F1 Estimate 4-Week Change	1.5%
Expected Report Date	07/20/2021
Earnings ESP	1.6%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	1,945 E	1,983 E	2,049 E	2,089 E	7,957 E
2021	1,937 A	1,839 E	1,891 E	1,959 E	7,591 E
2020	1,412 A	1,609 A	1,684 A	1,981 A	6,686 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$1.49 E	\$1.55 E	\$1.66 E	\$1.78 E	\$6.24 E
2021	\$2.09 A	\$1.45 E	\$1.49 E	\$1.57 E	\$6.36 E
2020	-\$0.44 A	\$0.61 A	\$1.25 A	\$1.60 A	\$3.03 A

*Quarterly figures may not add up to annual.

P/E TTM	9.0
P/E F1	7.9
PEG F1	0.6
P/S TTM	2.6

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/23/2021. The report's text and the

analyst-provided price target are as of 06/24/2021.

Overview

Founded in 1919, Detroit, MI-based Ally Financial Inc. is a diversified financial services company providing a broad array of financial products and services, primarily to automotive dealers and their customers. It operates as a financial holding company (FHC) and a bank holding company (BHC). Ally Bank is an indirect, wholly-owned banking subsidiary of Ally Financial.

The company operates through the following four business segments:

Automotive Finance (comprising 67.1% of total net revenues in 2020) provides retail installment sales financing, loans, and leases; term loans and other lines of credit to dealers; fleet financing, and vehicle remarketing services to consumers and automotive dealers.

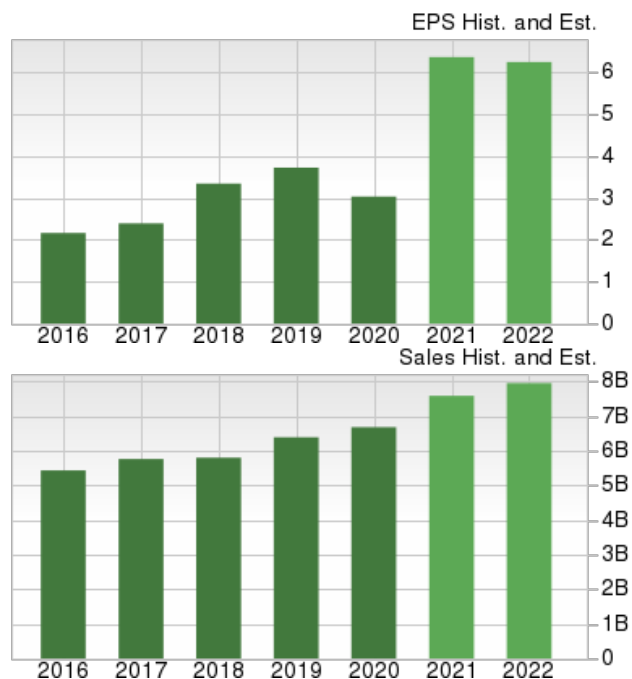
Insurance (20.6%) offers both consumer finance protection and insurance products. It also provides consumer financial and insurance products and underwrites selected commercial insurance coverages.

Mortgage Finance (3.3%) includes the management of the company's held-for-investment consumer mortgage loan portfolio.

Corporate Finance (5.2%) provides senior secured leveraged cash flow and asset-based loans largely to U.S.-based middle market companies.

Corporate and Other (3.8%) consists of centralized corporate treasury activities, the residual impacts of corporate funds-transfer pricing, asset liability management activities and the amortization of the discount associated with debt issuances and bond exchanges.

In 2016, Ally Financial acquired TradeKing, a digital wealth management firm. In 2019, the company acquired Health Credit Services LLC.



Reasons To Buy:

- ▲ Growth in one of the key sources of revenues – total financing revenues and other interest income – remains a major positive for Ally Financial. While the metric declined in 2020 and the first quarter of 2021, it witnessed a compound annual growth rate (CAGR) of nearly 1% over the last six years (2015-2020). Moreover, strong origination volumes, retail loan growth and rise in deposit balances are expected to keep the upward momentum intact.
- ▲ As part of its strategy to diversify into banking products, Ally Financial has forayed into the mortgage business, which is supporting the company's earnings growth. The company has also been making efforts to enhance digital offerings and introduce products to further boost its profitability. Notably, its wealth management and online brokerage initiatives related to the credit card offerings remain impressive. Also, acquisitions of TradeKing and Health Credit Services (a point-of-sale payment provider) will likely help in improving the company's product offerings.
- ▲ As of Mar 31, 2021, Ally Financial had total debt of \$20.5 billion, down 15.1% sequentially. The company's cash and cash equivalents balance stood at \$15.8 billion as of the same date. Beside this, interest expenses on long-term debt constituted 12.9% of total net revenues in the first quarter of 2021. We believe while high levels of debt may negatively impact access to liquidity and increase borrowing costs in the unsecured market, the company is less likely to default in debt repayments in the near term, even if the economic situation worsens, given its earnings strength.
- ▲ Ally Financial has come a long way in improving its balance sheet and fundamentals. This has resulted in the company's robust capital deployment actions. In January 2020, the company announced 11.8% dividend hike. This followed two hikes – 13.3% in January 2019 and 15.4% in July 2018. Further, in January 2021, the company announced a new share repurchase plan. Under this, the company is authorized to buyback \$1.6 billion worth of shares in 2021. Driven by its capital strength, earnings growth and favorable dividend payout ratio, the company is expected to be able to sustain enhanced capital deployment activities.
- ▲ Shares of Ally Financial have outperformed the industry over the past year. Also, the company's 2021 earnings estimates have moved 1.4% upward over the past 30 days. Therefore, given the strong fundamentals and positive estimate revisions, the impressive price performance is expected to continue in the near term.

Ally Financial's initiatives to diversify revenue base and rise in demand for consumer loans will aid profitability. Given a solid balance sheet, it is well poised to expand through acquisitions.

Reasons To Sell:

- ▼ Ally Financial had been witnessing a steady improvement in net interest margin (NIM) over the last several years. However, NIM (as reported) declined to 2.65% in 2020 from 2.67% in 2019 due to near-zero interest rates and lesser demand for consumer loans. While NIM improved in the first three months of 2021, the same is expected to be negatively impacted in the near term because the Federal Reserve has signaled no hike in interest rates anytime soon.
- ▼ Ally Financial has been witnessing a persistent rise in expenses. Over the last six years (ended 2020), expenses witnessed a CAGR of 6.8%, with the uptrend continuing in first-quarter 2021. With the company launching products, seeking opportunistic buyouts and expanding into newer areas of operations, expenses are expected to remain elevated.
- ▼ Worsening asset quality is another headwind for Ally Financial. Although the company's net-charge offs (NCOs) declined in 2020 on a year-over-year basis, its provision for loan losses witnessed a rise, owing to the concerns related to the coronavirus outbreak. In fact, provisions witnessed a CAGR of 15.3% over the last six years (2015-2020). While the company recorded a provision benefit in the first quarter of 2021, steadily deteriorating credit quality is expected to dampen its financials.
- ▼ Ally Financial's trailing 12-month return on equity (ROE) undercuts its growth potential. The company's ROE of 14.64% compares unfavorably with ROE of 28.00% for the industry, reflecting that it is less efficient in using shareholder funds.

Steadily increasing costs are expected to hurt Ally Financial's bottom-line growth in the near term. Worsening asset quality and lower rates will likely hamper the company's financials.

Last Earnings Report

Ally Financial Q1 Earnings Beat, Revenues Improve Y/Y

Ally Financial's first-quarter 2021 adjusted earnings of \$2.09 per share convincingly surpassed the Zacks Consensus Estimate of \$1.18. Also, the bottom line showed a significant rebound from a loss of 44 cents incurred a year ago.

Results benefited from growth in revenues and provision benefits, partly offset by higher expenses and lower loan balance. Further, a strong deposit balance and improving capital ratios were tailwinds.

After considering non-recurring items, net income available to common shareholders (on a GAAP basis) was \$796 million or \$2.11 per share against net loss of \$319 million or 85 cents in the prior-year quarter.

Revenues Improve, Expenses Rise

Total net revenues for the reported quarter were \$1.94 billion, up 37.2% year over year. The figure also outpaced the Zacks Consensus Estimate of \$1.76 billion.

Net financing revenues were up 19.7% from the prior-year figure to \$1.37 billion. This rise was driven by lower funding costs, higher retail auto revenues and better gains on off-lease vehicles. These were partially offset by higher mortgage premium amortization, and lower commercial auto portfolio balance and yield.

Adjusted net interest margin was 3.18%, up 50 basis points (bps) year over year.

Total other revenues of \$565 million improved significantly from \$266 million recorded in the prior-year quarter.

Total non-interest expenses were up 2.5% to \$943 million. The upswing stemmed from a rise in compensation and benefits expense.

Adjusted efficiency ratio at the end of the first quarter was 44.4%, down from 52.3% in the year-ago period. A decline in efficiency ratio indicates improvement in profitability.

Credit Quality: Mixed Bag

Non-performing loans of \$1.44 billion as of Mar 31, 2021 were up 3.1% year over year. However, net charge-off rate was 0.41%, down 43 bps.

Provision for loan losses was a benefit of \$13 million against a provision of \$903 million in the prior year quarter.

Loans Down, Deposits Up

Total net finance receivables and loans amounted to \$109.9 billion as of Mar 31, 2021 decreasing 4.6% from the fourth-quarter 2020 level. However, deposits totaled \$139.6 billion, up 1.9%.

Capital Ratios Improve

As of Mar 31, 2021, total capital ratio was 14.6%, up from 12.8% in the prior-year quarter. Tier I capital ratio was 12.8%, up from 10.9% as of Mar 31, 2020.

Share Repurchase Update

In the reported quarter, the company repurchased shares worth \$219 million.

Outlook

Other revenues are anticipated to continue to improve, driven by consumer offerings and ongoing insurance expansion.

Revenue growth and disciplined expense increases are expected to result in operating leverage in the 10% range in 2021.

NIM is expected to expand in the low to mid 3% range, thus driving net financing revenue growth in the 20% range year over year.

Retail auto origination yields in 2021 are expected in the 7% range and used-car values are expected to increase in the mid-single digits.

NCOs are projected to stabilize in the 1.4-1.6% range in 2022 and 2023.

The company expects return on tangible common equity (ROTCE) expansion into the mid-teens to accelerate into 2021, excluding the impact of reserve release.

Quarter Ending	03/2021
Report Date	Apr 16, 2021
Sales Surprise	10.10%
EPS Surprise	77.12%
Quarterly EPS	2.09
Annual EPS (TTM)	5.55

Recent News

Dividend Update

On Apr 13, Ally Financial declared a quarterly dividend of 19 cents per share. The dividend was paid out on May 14 to shareholders of record as of Apr 30.

Valuation

Ally Financial's shares are up 40.7% in the year to date period and 144.8% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are up 43.5% and 17.1% so far this year, respectively. Over the past year, the Zacks sub-industry and the sector are up 108.2% and 46.8%, respectively.

The S&P 500 index is up 13.8% in the year to date period and 41.3% in the trailing 12-month period.

The stock is currently trading at 7.96X forward 12 months earnings, which compares to 7.65X for the Zacks sub-industry, 16.16X for the Zacks sector and 21.69X for the S&P 500 index.

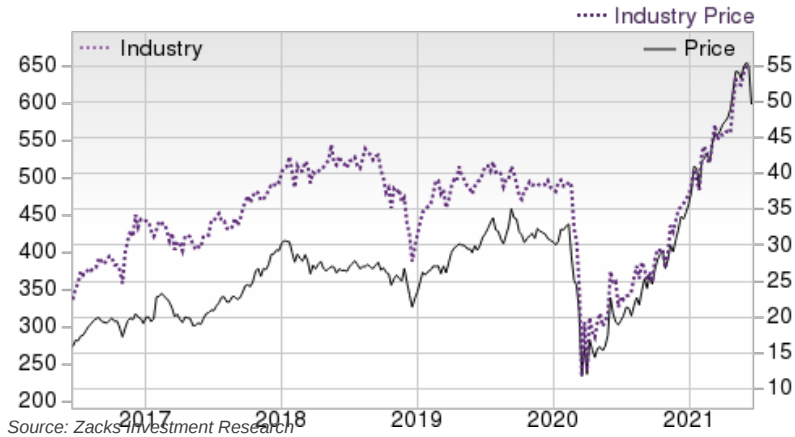
Over the past five years, the stock has traded as high as 18.07X and as low as 2.68X, with a 5-year median of 8.36X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$53 price target reflects 8.40X forward earnings.

The table below shows summary valuation data for ALLY

Valuation Multiples - ALLY					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	7.96	7.65	16.16	21.69
	5-Year High	18.07	13.14	17.25	23.83
	5-Year Low	2.68	4.42	11.6	15.31
	5-Year Median	8.36	8.67	14.94	18.05
P/TB TTM	Current	1.3	1.47	4.47	17.78
	5-Year High	1.45	1.55	4.62	17.81
	5-Year Low	0.31	0.49	2.09	8.07
	5-Year Median	0.83	1.2	3.63	11.61
P/S F12M	Current	2.4	1.72	8.56	4.71
	5-Year High	2.69	1.78	8.56	4.74
	5-Year Low	0.65	0.7	5.08	3.21
	5-Year Median	1.78	1.47	6.21	3.72

As of 06/23/2021 Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 17% (42 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Navient Corporation (NAVI)	Outperform	2
Santander Consumer USA Holdings Inc. (SC)	Outperform	1
Credit Acceptance Corporation (CACC)	Neutral	2
Capital One Financial Corporation (COF)	Neutral	3
MR. COOPER GROUP INC (COOP)	Neutral	3
First Cash, Inc. (FCFS)	Neutral	3
Huntington Bancshares Incorporated (HBAN)	Neutral	3
SLM Corporation (SLM)	Neutral	3

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

Industry Comparison Industry: Financial - Consumer Loans				Industry Peers		
	ALLY	X Industry	S&P 500	CACC	NAVI	SC
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Outperform	Outperform
Zacks Rank (Short Term)	3	-	-	2	2	1
VGM Score	A	-	-	D	A	B
Market Cap	18.60 B	1.48 B	29.87 B	7.22 B	3.41 B	11.20 B
# of Analysts	6	3	12	3	4	8
Dividend Yield	1.51%	0.00%	1.35%	0.00%	3.37%	2.40%
Value Score	A	-	-	C	B	A
Cash/Price	0.86	0.31	0.06	0.10	1.25	0.28
EV/EBITDA	5.42	9.32	17.12	14.74	135.34	10.13
PEG F1	0.59	0.36	2.05	NA	NA	0.29
P/B	1.27	1.27	4.07	3.10	1.25	1.80
P/CF	6.84	7.93	17.35	10.94	5.42	3.61
P/E F1	7.91	7.96	20.98	11.17	4.51	5.76
P/S TTM	2.58	1.70	3.36	4.17	0.90	1.38
Earnings Yield	12.67%	12.57%	4.69%	8.95%	22.17%	17.38%
Debt/Equity	1.40	1.20	0.66	1.99	27.65	6.18
Cash Flow (\$/share)	7.33	4.12	6.83	40.23	3.51	10.15
Growth Score	A	-	-	D	B	B
Historical EPS Growth (3-5 Years)	11.85%	8.19%	9.59%	22.83%	16.91%	5.37%
Projected EPS Growth (F1/F0)	109.90%	26.22%	21.62%	67.86%	30.02%	121.43%
Current Cash Flow Growth	-9.42%	2.51%	0.99%	4.30%	2.51%	6.67%
Historical Cash Flow Growth (3-5 Years)	-15.45%	15.18%	7.28%	16.99%	-1.55%	18.58%
Current Ratio	0.90	2.63	1.39	35.08	14.20	51.93
Debt/Capital	58.37%	54.19%	41.51%	66.56%	96.51%	86.08%
Net Margin	30.51%	21.32%	11.95%	40.83%	23.47%	20.43%
Return on Equity	14.64%	28.00%	16.48%	29.86%	35.17%	30.33%
Sales/Assets	0.04	0.24	0.51	0.23	0.04	0.17
Projected Sales Growth (F1/F0)	13.53%	0.00%	9.54%	10.08%	-19.42%	-0.35%
Momentum Score	A	-	-	F	A	F
Daily Price Change	1.70%	0.66%	-0.11%	0.49%	0.48%	0.33%
1-Week Price Change	-9.64%	-4.38%	0.43%	-3.35%	-5.51%	-8.02%
4-Week Price Change	-6.10%	1.03%	1.09%	0.35%	6.03%	-2.09%
12-Week Price Change	11.02%	15.29%	6.77%	22.16%	32.70%	35.26%
52-Week Price Change	174.11%	101.11%	39.06%	6.68%	161.03%	101.99%
20-Day Average Volume (Shares)	3,805,463	262,017	1,889,295	124,197	1,685,949	634,489
EPS F1 Estimate 1-Week Change	-0.08%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	1.46%	0.00%	0.01%	0.00%	0.42%	-0.53%

Past performance is no guarantee of future results. Please see important disclosures and definitions at the end of this report.

EPS F1 Estimate 12-Week Change	40.71%	20.76%	3.54%	4.72%	32.57%	94.94%
EPS Q1 Estimate Monthly Change	1.32%	0.00%	0.00%	0.00%	0.39%	-3.09%

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	A
Growth Score	A
Momentum Score	A
VGM Score	A

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 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.