

Allison Transmission (ALSN)

\$41.74 (As of 12/14/20)

Price Target (6-12 Months): **\$45.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 10/14/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:C

Value: A

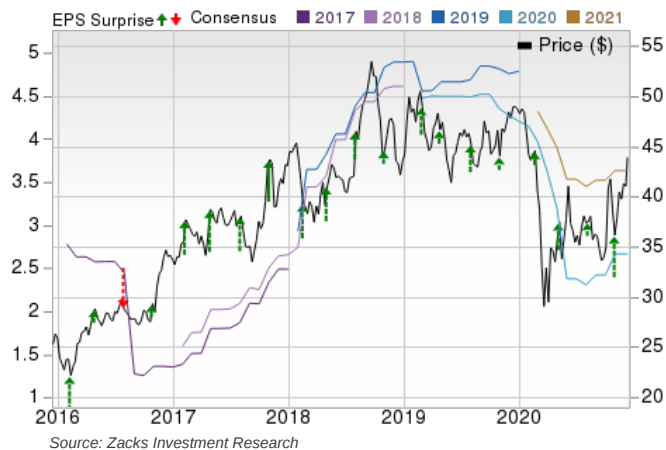
Growth: D

Momentum: D

Summary

Strategic buyouts of Walker Die, C&R Tool & Engineering, Vantage Power and AxleTech's electric vehicle (EV) systems division are set to boost Allison's long-term prospects. Allison's diverse revenue sources, especially the defense end market, provide a hedge against economic cycles and disruptions. The firm's investor-friendly moves are commendable. However, lackluster demand across all end markets amid the coronavirus crisis is likely to hurt the firm's sales. Contracting demand in the construction, mining and energy sector is likely to weigh on the firm. Moreover, the firm has projected sales for full year 2020 at \$2,025-\$2,075 million, down from the \$2,698 million reported in 2019. Allison's stretched balance sheet and high operating costs also play spoilsport. As such, the stock warrants a cautious stance.

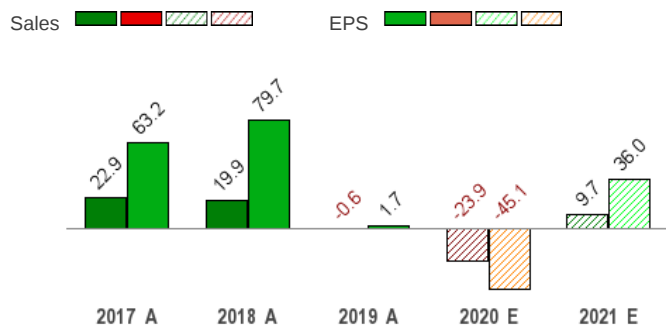
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$49.73 - \$26.15
20-Day Average Volume (Shares)	1,046,219
Market Cap	\$4.8 B
Year-To-Date Price Change	-11.9%
Beta	1.24
Dividend / Dividend Yield	\$0.68 / 1.6%
Industry	Automotive - Original Equipment
Zacks Industry Rank	Top 20% (52 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	47.8%
Last Sales Surprise	16.6%
EPS F1 Estimate 4-Week Change	0.0%
Expected Report Date	NA
Earnings ESP	0.0%

P/E TTM	14.5
P/E F1	15.6
PEG F1	1.6
P/S TTM	2.2

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	537 E	571 E	584 E	562 E	2,252 E
2020	637 A	377 A	532 A	507 E	2,053 E
2019	675 A	737 A	669 A	617 A	2,698 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.89 E	\$0.94 E	\$1.01 E	\$0.96 E	\$3.63 E
2020	\$1.20 A	\$0.20 A	\$0.68 A	\$0.59 E	\$2.67 E
2019	\$1.32 A	\$1.46 A	\$1.23 A	\$0.85 A	\$4.86 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 12/14/2020. The reports text is as of 12/14/2020.

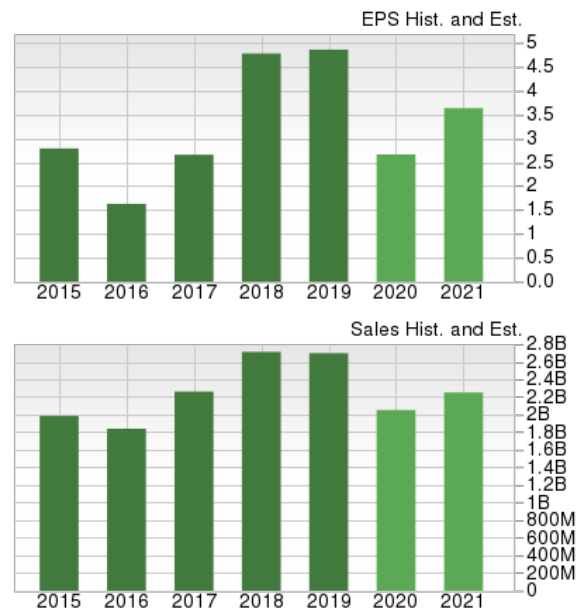
Overview

Headquartered in Indianapolis, IN, Allison Transmission Holdings, Inc. is a designer and manufacturer of fully-automatic transmissions for medium and heavy-duty commercial, and heavy-tactical U.S. defense vehicles. The company's transmissions are used for a wide variety of applications that include on-highway trucks, buses, motorhomes, off-highway vehicles and equipment, and defense vehicles. The company also offers electric hybrid propulsion systems. In 2018, Allison globally sold roughly 60% of all fully-automatic transmissions for medium and heavy-duty on-highway commercial vehicle applications.

The company has segregated revenues by end markets. In North America, it serves On-Highway (contributed 54.6% in 2019), Off-Highway (1.1%) end markets. Likewise, Outside North America, it serves On-Highway (contributed 14.4% in 2019) and Off-Highway (4.1%) end markets. Beside on and off-highway, it also serves Defense (5.6%), and Service Parts, Support Equipment and Other (20.2%) end markets.

Allison is one of the largest transmission manufacturers for on-highway, medium and heavy-duty commercial vehicle market. Within the on-highway market, it serves fully-automatic transmissions in North America, majorly catering to Class 8, followed by Class 6-7 trucks, school buses, transits/shuttle, motorhomes and others. Outside North America, Africa (collectively, "EMEA") is the company's largest market.

In the off-highway market, the company offers products used in vehicles and equipment that serve energy, mining and construction applications in North America and Outside the region. Further, Outside North America, EMEA's mining and construction are the largest markets.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ Allison is the largest manufacturer of fully-automatic transmissions for medium and heavy-duty commercial vehicles. It holds the leading position in several niche markets and faces limited competition. Notably, the company holds approximately 60% of the total market share on a global basis. It has a strong and diversified presence in North America. In addition, the company is focusing on increasing its footprint in emerging and under-served markets.
- ▲ Allison's strategic buyouts are expected to bolster its long-term growth. Acquisitions of Walker Die and C&R Tool & Engineering have enhanced the quality of its on-highway transmissions. Allison has also increased the pace of development of products that cater to electrification and fuel-cell markets for commercial vehicles. Buyout of Vantage Power and AxleTech's EV systems division has accelerated Allison's electrification strategy, expanding its system and integration level capabilities in alternative propulsion.
- ▲ Allison's diverse revenue sources provide a hedge against economic cycles and disruptions. Notably, the defense end market is acting as a partial offset to a sluggish global demand environment. In April, Allison clinched a two-year approximately \$162 million contract to supply the U.S. Army with the X1100 cross-drive transmission. The firm is actively working with defense end-market partners to develop new cross-drive transmissions for tracked defense applications. Collaborative efforts with Caterpillar Defense on powertrain development also bode well for its long-term prospects.
- ▲ Improvements in demand outlook and supply chain availability in the United States and other major markets served bodes well for Allison. While many companies have suspended dividends and stock buybacks in a bid to conserve cash, Allison intends to preserve shareholders value. To investors' delight, the firm paid dividend of 17 cents in third-quarter 2020 and settled \$16 million in share repurchases during the period. Notably, the firm's return on equity (ROE) of 46.6% is considerably higher than the industry's 10.08%, indicating management's efficiency in rewarding shareholders. Moreover, Allison's cash position stands at \$251 million, which is higher than the \$152 million reported during the year-ago period.

Allison's strategic buyouts of Walker Die, C&R Tool & Engineering, Vantage Power and AxleTech's EV systems division are expected to boost long-term prospects.

Reasons To Sell:

- ▼ The auto industry is influenced by many strong macroeconomic factors and is extremely sensitive to overall strength of the economy. With the economy not in a very good shape and concerns of second coronavirus wave looming large, customers may decide to put discretionary expenses on hold. This may hurt the near-term sales and earnings of Allison, a manufacturer of fully-automatic transmissions. Moreover, the firm has projected sales for full year 2020 to be in the range of \$2,025-\$2,075 million, lower than the \$2,698 million sales registered in 2019, reflecting lackluster demand across all end markets except the Defense end market as a result of the coronavirus pandemic.
- ▼ Given the coronavirus-induced gloomy scenario, weakness in Off-Highway end market due to contracting demand for hydraulic fracturing applications is likely to adversely impact the company's bottom line in 2020. While lower demand in Europe and Asia is expected to hurt net sales in the Outside North America On-Highway end market, lower demand in construction and mining sector is anticipated to hurt top-line growth in the Outside North America Off-Highway end market.
- ▼ The company's stretched balance sheet also plays a spoilsport. As of Sep 30, 2020, long-term debt stood at \$2,510 million, as compared to cash and cash equivalents of \$251 million, depicting financial weakness. Its total debt-to-capital ratio stands at 0.77, higher than its industry's 0.44. A high total debt-to-capital ratio restricts the firm's financial flexibility.
- ▼ Contracting margins are likely to be a lingering issue. Allison has been bearing the brunt of inflating research and development costs. Such costs are expected to soar in the upcoming quarters, in turn denting margins. The company's cash flow from operating activities is declining since past several quarters.

Coronavirus woes and high debt levels are major headwinds for the transmission manufacturer.

Last Earnings Report

Allison's Q3 Earnings & Sales Top Estimates, Down Y/Y

Allison reported third-quarter 2020 earnings of 68 cents per share, beating the Zacks Consensus Estimate of 46 cents.

It delivered better-than-anticipated results on stellar revenues from the North America On-Highway, Defense, Outside North America On-Highway and Service Parts, Support Equipment & Other end markets.

The bottom line, however, is lower than the year-ago quarter's earnings of \$1.23 per share.

Net income for the reported quarter came in at \$77 million compared with the \$149 million recorded in the year-ago quarter. This downside primarily resulted from lower net sales and higher selling, general and administrative (SG&A) expenses, partially offset by reduced manufacturing expense, price inflation of certain products and the intra-year timing of product initiatives spending.

During the September-end quarter, net sales slid 20% year on year to \$532 million. The figure, nevertheless, surpassed the Zacks Consensus Estimate of \$456 million. Gross profit declined 27% year over year to \$254 million. Gross margin was 47.7% compared with the prior-year quarter's 52%. This decrease in gross profit chiefly stemmed from lower net sales, partially muted by lower manufacturing expense corresponding to decreased net sales, price hike on few products and reduced incentive-compensation expense.

Segmental Performance

Allison segregates its revenues by the end markets served, which are as follows:

For the reported quarter, net sales in the North America On-Highway end market dipped 24% year over year to \$281 million on dwindling demand for Rugged Duty series and Highway series models. The sales figure, however, outpaced the Zacks Consensus Estimate of \$218 million.

For the July-September period, net sales in the North America Off-Highway end market tanked 83% year over year to \$1 million. Waning demand for hydraulic fracturing applications resulted in this decline. Moreover, the sales figure missed the Zacks Consensus Estimate of \$1.5 million.

For the third quarter, net sales in the Defense end market jumped 40% year over year to \$56 million on higher tracked vehicle demand. The figure also beat the Zacks Consensus Estimate of \$46 million.

The Outside North America On-Highway end market's net sales fell 28% year on year to \$71 million during the September-end quarter on soft global demand amid the pandemic. The figure, however, beat the Zacks Consensus Estimate of \$59 million.

Net sales in the Outside North America Off-Highway end market slumped 83% year on year to \$4 million during the third quarter, due to dismal demand in the energy, mining and construction sectors. In addition, the reported figure lagged the Zacks Consensus Estimate of \$17.4 million.

Net sales in the Service Parts, Support Equipment & Other end market declined 9% year on year to \$119 million in the reported quarter, due to shrinking demand for North America service parts and support equipment. The figure, however, topped the Zacks Consensus Estimate of \$111 million.

Financial Position & Dividend

Allison had cash and cash equivalents of \$251 million as of Sep 30, 2020, compared with \$192 million as of Dec 31, 2019. As of Sep 30, 2020, long-term debt was \$2,510 million, as compared to \$2,512 million as of Dec 31, 2019.

During September-end quarter, the company's net cash provided by operating activities was \$158 million compared with the year-ago quarter's \$212 million. Adjusted free cash flow in the reported quarter was \$136 million, down from the prior-year quarter's \$165 million.

During the third quarter, the company settled \$16 million in share repurchases and paid a dividend of 17 cents per share.

2020 Outlook

Allison projects net sales for 2020 in the range of \$2,025-\$2,075 million, net income in the \$285-\$315 million band, adjusted EBITDA of \$690-\$730 million, net cash provided by operating activities at \$490-\$520 million, adjusted free cash flow between \$385 million and \$425 million, and capital expenditures between \$107 million and \$117 million.

The full-year net sales guidance reflects lackluster demand across all end markets except for the Defense end market as a result of the coronavirus pandemic, partially negated by price inflation of certain products.

Quarter Ending	09/2020
Report Date	Oct 28, 2020
Sales Surprise	16.55%
EPS Surprise	47.83%
Quarterly EPS	0.68
Annual EPS (TTM)	2.93

Valuation

Allison's shares are down 13.4% over the trailing 12-month period, respectively. Stocks in the Automotive - Original Equipment industry and the Zacks Auto sector are up 13.7% and 75.2% respectively, over the past year. The S&P 500 index is up 15.1% in the past year.

The stock is currently trading at 11.86X forward 12-month earnings, which compares to 19.19X for the Zacks sub-industry, 23.62X for the Zacks sector and 22.57X for the S&P 500 index.

Over the past five years, the stock has traded as high as 29.37X and as low as 6.8X, with a 5-year median of 11.21X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$45 price target reflects 12.6X forward 12-month earnings per share.

The table below shows summary valuation data for ALSN:

Valuation Multiples - ALSN					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	11.86	19.19	23.62	22.57
	5-Year High	29.37	25.84	27.68	23.47
	5-Year Low	6.8	8.39	8.22	15.27
	5-Year Median	11.21	11.42	10.22	17.77
EV/EBITDA TTM	Current	9.81	9.74	19.73	16.34
	5-Year High	12.30	9.93	20.11	16.53
	5-Year Low	5.23	3.82	6.87	9.54
	5-Year Median	8.26	6.36	9.31	13.16
P/S F12M	Current	2.14	0.8	1.2	4.25
	5-Year High	3.36	0.8	1.2	4.29
	5-Year Low	1.3	0.42	0.47	3.17
	5-Year Median	2.31	0.61	0.6	3.68

As of 12/11/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 20% (52 out of 254)



Top Peers

Company (Ticker)	Rec	Rank
Dana Incorporated (DAN)	Outperform	2
Magna International Inc. (MGA)	Outperform	1
BorgWarner Inc. (BWA)	Neutral	3
Caterpillar Inc. (CAT)	Neutral	3
Cummins Inc. (CMI)	Neutral	2
Eaton Corporation, PLC (ETN)	Neutral	3
Twin Disc, Incorporated (TWIN)	Neutral	2
AB Volvo (VLVLY)	Neutral	3

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

Industry Comparison Industry: Automotive - Original Equipment				Industry Peers		
	ALSN	X Industry	S&P 500	CAT	TWIN	VLVLY
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	2	3
VGM Score	C	-	-	F	B	B
Market Cap	4.80 B	1.63 B	25.68 B	97.40 B	101.90 M	46.11 B
# of Analysts	5	3	14	10	2	2
Dividend Yield	1.60%	0.00%	1.51%	2.30%	0.00%	1.74%
Value Score	A	-	-	C	C	B
Cash/Price	0.05	0.13	0.06	0.09	0.10	0.16
EV/EBITDA	6.57	6.98	14.50	9.87	-63.54	6.78
PEG F1	1.56	2.28	2.76	2.76	NA	NA
P/B	6.43	2.18	3.60	6.50	0.72	3.16
P/CF	6.59	7.81	13.75	11.13	4.64	7.72
P/E F1	15.63	22.24	21.75	33.13	NA	23.38
P/S TTM	2.22	0.62	2.82	2.23	0.44	1.26
Earnings Yield	6.27%	2.41%	4.40%	3.02%	-7.32%	4.28%
Debt/Equity	3.36	0.26	0.70	1.74	0.40	0.74
Cash Flow (\$/share)	6.45	2.35	6.94	16.10	1.62	2.94
Growth Score	D	-	-	F	A	D
Historical EPS Growth (3-5 Years)	20.88%	-2.37%	9.69%	29.69%	NA	18.77%
Projected EPS Growth (F1/F0)	-45.14%	-20.57%	1.03%	-51.08%	59.93%	-48.13%
Current Cash Flow Growth	-4.87%	-8.30%	5.22%	-6.65%	-10.63%	7.58%
Historical Cash Flow Growth (3-5 Years)	2.51%	4.09%	8.33%	4.31%	0.35%	NA
Current Ratio	1.86	1.61	1.38	1.54	2.49	1.39
Debt/Capital	77.09%	36.15%	42.00%	63.52%	28.80%	42.65%
Net Margin	16.00%	-0.39%	10.40%	7.60%	-16.04%	4.89%
Return on Equity	46.60%	-0.12%	14.99%	25.24%	-7.57%	11.92%
Sales/Assets	0.48	1.02	0.50	0.57	0.75	0.66
Projected Sales Growth (F1/F0)	-23.90%	-5.44%	0.35%	-22.92%	-11.60%	-18.43%
Momentum Score	D	-	-	D	F	A
Daily Price Change	-0.56%	-0.24%	-0.29%	0.25%	-0.53%	0.00%
1-Week Price Change	-0.68%	1.20%	1.73%	4.07%	14.26%	-1.28%
4-Week Price Change	6.99%	15.77%	4.56%	6.01%	37.80%	3.42%
12-Week Price Change	24.96%	29.97%	11.59%	16.52%	32.22%	17.51%
52-Week Price Change	-13.99%	27.78%	5.88%	22.15%	-26.80%	45.84%
20-Day Average Volume (Shares)	1,046,219	295,751	1,937,653	2,688,297	39,784	38,774
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	-0.40%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	10.09%	17.31%	3.80%	1.86%	26.35%	49.23%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-1.74%	0.00%	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	A
Growth Score	D
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 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.