

## Arista Networks, Inc. (ANET)

**\$206.91** (As of 06/29/20)

Price Target (6-12 Months): **\$217.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 01/23/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:C

Value: D

Growth: C

Momentum: A

### Summary

Arista is well-positioned to benefit from strong demand for its data center switches and continued spending on IT infrastructure products for deployment in cloud environments. Notably, its switches and routers support the high-end cloud networking market that requires fast throughput at a low cost. Arista's strategy of leveraging merchant silicon from multiple suppliers has also expanded the product portfolio and increased ability to offer products at cheaper prices. However, the company expects near-term volatility to persist in the cloud business despite the underlying strength of its business model and diligent execution of operational plans due to the adverse impact of the coronavirus pandemic. The faulty supply chain mechanism has eroded its margins. Intense competition, legal woes and stretched valuation are other concerns.

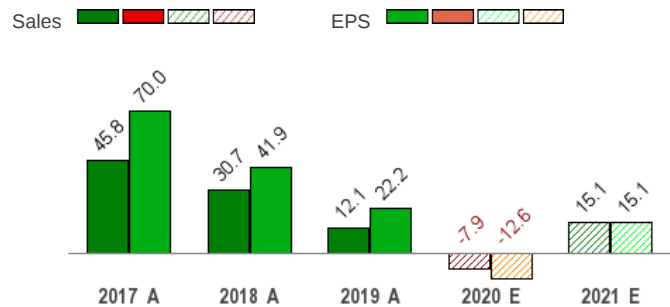
### Price, Consensus & Surprise



### Data Overview

|                            |                                            |
|----------------------------|--------------------------------------------|
| 52 Week High-Low           | \$289.45 - \$156.63                        |
| 20 Day Average Volume (sh) | 685,058                                    |
| Market Cap                 | \$15.7 B                                   |
| YTD Price Change           | 1.7%                                       |
| Beta                       | 1.12                                       |
| Dividend / Div Yld         | \$0.00 / 0.0%                              |
| Industry                   | <a href="#">Communication - Components</a> |
| Zacks Industry Rank        | Top 40% (102 out of 253)                   |

### Sales and EPS Growth Rates (Y/Y %)



|                           |            |
|---------------------------|------------|
| Last EPS Surprise         | 12.9%      |
| Last Sales Surprise       | 2.0%       |
| EPS F1 Est- 4 week change | 0.0%       |
| Expected Report Date      | 08/06/2020 |
| Earnings ESP              | 0.0%       |
| P/E TTM                   | 21.9       |
| P/E F1                    | 24.3       |
| PEG F1                    | 2.3        |
| P/S TTM                   | 7.0        |

### Sales Estimates (millions of \$)

|      | Q1    | Q2    | Q3    | Q4    | Annual* |
|------|-------|-------|-------|-------|---------|
| 2021 | 591 E | 620 E | 652 E | 688 E | 2,556 E |
| 2020 | 523 A | 530 E | 562 E | 601 E | 2,221 E |
| 2019 | 595 A | 608 A | 555 A | 553 A | 2,411 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2021 | \$2.36 E | \$2.23 E | \$2.37 E | \$2.51 E | \$9.78 E |
| 2020 | \$2.02 A | \$1.76 E | \$1.97 E | \$2.16 E | \$8.50 E |
| 2019 | \$2.31 A | \$2.44 A | \$2.69 A | \$2.29 A | \$9.73 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 06/29/2020. The reports text is as of 06/30/2020.

## Overview

Santa Clara, CA-based Arista Networks, Inc. is engaged in providing cloud networking solutions for data centers and cloud computing environments. The company offers 10/25/40/50/100 Gigabit Ethernet switches and routers optimized for next generation data center networks.

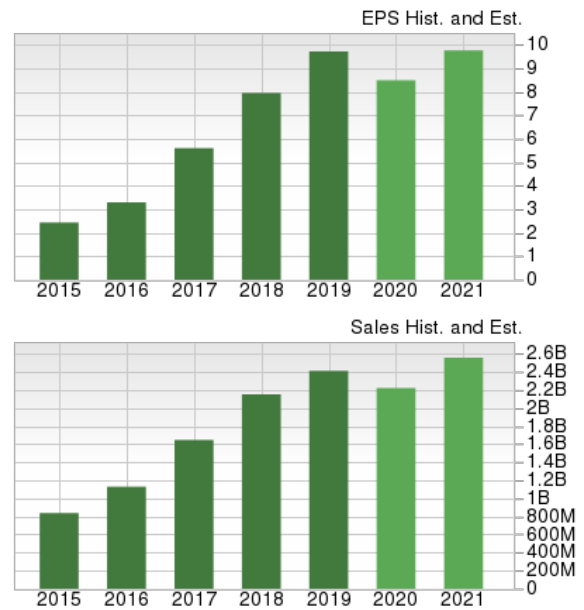
Arista uses multiple silicon architectures across its products. At the core of the company's cloud networking solutions is the Linux-based Extensible Operating System (EOS), which was architected to be fully programmable and highly modular.

EOS supports leading cloud and virtualization solutions, including VMware NSX, Microsoft System Center, OpenStack and other cloud management frameworks. The company co-authored the VXLAN protocol specification with VMware and was the first to demonstrate VXLAN integration. Moreover, it has now expanded VXLAN routing and integration.

In 2019, Arista introduced 10 new 400G platforms. In the Leaf/Spine High Network Radix category, it offers two new fixed 32 port 400G switches, and a 128 port 100G/32 port 400G modular switch. For the Universal Leaf and Spine category of switching, the company introduced R3 series 100G and 400G products supporting up to 2.5M routes on its 7280R3 series fixed and 7500R3 series modular platforms.

Arista introduced a modular family called the 7800R3, a high density 100G and 400G platform supporting up to 460 Tbps of system throughput. Also, it launched the 720XP Series of fixed Power over Ethernet (PoE) leaf switches with mGig and 60W PoE, enabling it to offer a complete end-to-end solution for cognitive campus Ethernet as well as the introduction of WiFi-6 wireless APs.

In 2015, Arista introduced CloudVision, a network-wide approach for workload orchestration and workflow automation delivering a turnkey solution for cloud networking. The company serves five verticals namely – cloud titans (customers that deploy more than one million servers), cloud specialty providers, service providers, financial services and rest of enterprise. Arista's customers include six of the largest cloud service providers based on annual revenues.



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## Reasons To Buy:

- ▲ Arista topped the Zacks Consensus Estimate for earnings in each of the trailing four quarters, the beat being 10.7%, on average. It is a leader in 100-gigabit Ethernet switching share in port for the high-speed datacenter segment. The company has successfully integrated two M&A transactions — Mojo Networks for Cognitive Wi-Fi in the campus and Metamako for ultra-low latency networking — which remain additional tailwinds for business growth. Moreover, it is earning a strategic role with customers deploying transformative cloud networking.
- ▲ Furthermore, Arista continues benefiting from the expanding cloud networking market, owing to strong demand for scalable infrastructure. In addition to high capacity and easy availability, its cloud networking solutions promise predictable performance along with programmability that enables integration with third-party applications for network management, automation and orchestration. The company's product portfolio facilitates the implementation of high-performance, highly scalable and appropriate solutions for every environment.
- ▲ Arista's strategy of leveraging merchant silicon from multiple suppliers has expanded product portfolio and increased its ability to offer products at cheaper prices. This has also helped it to focus on developing software like EOS (Extensible Operating System) and CloudVision. While EOS is core to the company's cloud networking solutions for next-generation data centers and cloud networks, CloudVision is a network-wide approach for workload orchestration, workflow automation and real-time telemetry as a turnkey solution for cloud networking. Arista is well poised to benefit from strong demand for its data center switches. Moreover, continued spending on IT infrastructure products (server, enterprise storage and Ethernet switches) for deployment in cloud environments is likely to benefit the company. Notably, its switches and routers support the high-end cloud networking market that require fast throughput at low cost. The robust product portfolio is aiding the company to win customers on a regular basis, boosting its top line.
- ▲ As of Mar 31, 2020, Arista had \$761 million in cash and equivalents with \$265 million of non-current deferred revenues compared with the respective tallies of \$1,111 million and \$263 million at the end of the previous quarter. Although cash and equivalents have decreased sequentially, it appears to be sufficient to meet its near-term liquidity requirements. The company currently has a debt-to-capital ratio of 0.03 compared with 0.66 of the sub-industry. This shows that the company is more likely to clear its debt. It remains to be seen whether Arista faces any liquidity crisis in the near future due to disruptions caused by the COVID-19 pandemic.

Arista is playing a strategic role in deploying transformative cloud networking solutions and aims to benefit from continued IT investments owing to its innovative product offerings.

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## Reasons To Sell:

- ▼ Earnings estimate for current-year has decreased 19.8% over the past year to \$8.50 per share, while next-year earnings estimate is down 17.5% over the past year to \$9.78. Quarterly total revenues decreased 12.2% year over year to \$523 million and were near the lower end of the company's guidance of \$522-\$532 million, due to operational challenges triggered by irregular raw-material supply and manufacturing constraints, driven by the virus outbreak. This, in turn, resulted in extended lead times and lower shipments.
- ▼ Moreover, intensifying competition, legal woes and stretched valuation remain primary concerns. Redesigning of products and their supply chain mechanism has eroded margins of the company. Arista faces stiff competition in the cloud networking solutions, particularly in the 10-gigabit Ethernet and above. Cisco is the dominant player in the data center networking market due to its diverse portfolio of IP based networking products. Apart from Cisco, Arista faces significant competition from large network equipment and system vendors such as Brocade, Dell, Hewlett-Packard, Juniper Networks (in the routing platform), Extreme Networks and Mellanox.
- ▼ The company expects near-term volatility to continue due to the coronavirus-led pandemonium despite the underlying strength of the resilient business model and the diligent execution of operational plans. Despite uncertainty over the impact of coronavirus on long-term revenues and visibility, management offered guidance for the second quarter. For second-quarter 2020, Arista projects revenues of \$520-\$540 million. It anticipates non-GAAP gross margin of 63-65% and non-GAAP operating margin of approximately 35%. The company expects 2020 to be quite turbulent, with a pause in cloud titan set of orders leading to muted growth compared with previous years.

Intensifying competition, legal woes and stretched valuation remain primary concerns. Redesigning of products and their supply chain mechanism have eroded the margins of the company.

## Last Earnings Report

### Arista Trumps on Q1 Earnings Despite Lower Revenues

Arista reported mixed first-quarter 2020 results, wherein both top and bottom lines surpassed the Zacks Consensus Estimate. However, it reported lower revenues year over year due to muted demand in the cloud business, owing to the adverse impact of the coronavirus pandemic.

#### Net Income

On a GAAP basis, net income declined to \$138.4 million or \$1.73 per share from \$200.9 million or \$2.47 per share in the year-ago quarter, primarily resulting from lower revenues.

Quarterly non-GAAP net income came in at \$161.7 million or \$2.02 per share compared with \$187.7 million or \$2.31 per share in the year-ago quarter. The year-over-year decrease was primarily attributable to lower revenues due to COVID-19-related adversities and recognition of approximately \$83 million of deferred revenues in the first quarter of 2019. However, the bottom line beat the consensus mark by 23 cents.

#### Revenues

Quarterly total revenues decreased 12.2% year over year to \$523 million and were near the lower end of the company's guidance of \$522-\$532 million, due to operational challenges triggered by irregular raw-material supply and manufacturing constraints, driven by the virus outbreak. This, in turn, resulted in extended lead times and lower shipments. The decline in revenues was also due to the recognition of approximately \$83 million of deferred revenues in the first quarter of 2019. The top line, however, surpassed the Zacks Consensus Estimate of \$513 million.

Arista generated 77% of total revenues from the Americas and the remainder from international operations. About 40% of the revenue mix was driven by the cloud titans, followed by 35% from the enterprise sector and 25% from the service and cloud specialty provider sector. Product revenues declined to \$410.9 million from \$505.4 million, while Service revenues rose to \$112.1 million from \$90 million on healthy renewal activities.

#### Other Quarterly Details

Non-GAAP gross profit contracted to \$343.2 million from \$384.3 million, with the respective margins being 65.6% and 64.5%. The non-GAAP gross margin was above the management's guidance of 63%. This was reflective of healthy enterprise and financial verticals with a lower impact on margin from the cloud business.

Non-GAAP operating income declined to \$194 million from \$223.6 million a year ago, with the respective margins being 37.1% and 37.5%.

#### Cash Flow and Liquidity

Arista generated \$194.8 million of cash from operating activities in the quarter compared with \$170.1 million a year ago. As of Mar 31, 2020, the cloud networking company had \$761.3 million of cash and cash equivalents with \$264.6 million of non-current deferred revenue balance. During the quarter, the company repurchased \$228 million worth shares at a weighted average price of \$189 per share.

#### Q2 Guidance

The company expects near-term volatility to continue due to the coronavirus-led pandemonium despite the underlying strength of the resilient business model and the diligent execution of operational plans. Despite uncertainty over the impact of coronavirus on long-term revenues and visibility, management offered guidance for the second quarter. For second-quarter 2020, Arista projects revenues of \$520-\$540 million. It anticipates non-GAAP gross margin of 63-65% and non-GAAP operating margin of approximately 35%.

Quarter Ending **03/2020**

| Report Date      | May 05, 2020 |
|------------------|--------------|
| Sales Surprise   | 2.00%        |
| EPS Surprise     | 12.85%       |
| Quarterly EPS    | 2.02         |
| Annual EPS (TTM) | 9.44         |

## Recent News

On Mar 9, 2020, Arista announced that it has launched an optical line system in an Octal Small Form-factor Pluggable (OSFP) module. This OSFP-Line System addresses the needs of Tier II cloud and Internet service providers for high bandwidth links that are easy to operate. Currently in testing, it is likely to be available in the second half of 2020. It brings new capabilities to colocation operators, edge compute and metro Data Center Interconnect applications. The Arista OSFP-LS is a compact, low power and cost-effective solution for increasing bandwidth between data centers without the need for external optical line systems. It is easier to deploy than conventional external line systems that require their own power feed and control management software.

## Valuation

Arista shares are down 21.3% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 17.5% over the past year, but stocks in the Zacks Computer and Technology sector are up 21.4% in the same time frame.

The S&P 500 Index is up 3.6% in the past year.

The stock is currently trading at 22.66X forward 12-month earnings, which compares to 24.51X for the Zacks sub-industry, 25.09X for the Zacks sector and 21.88X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 54.8X and as low as 19.9X, with a 5-year median of 33.3X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$217 price target reflects 9.58X forward 12-month earnings.

The table below shows summary valuation data for ANET

| Valuation Multiples - ANET |               |       |              |        |         |
|----------------------------|---------------|-------|--------------|--------|---------|
|                            |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                   | Current       | 22.66 | 24.51        | 25.09  | 21.88   |
|                            | 5-Year High   | 54.78 | 32.75        | 25.09  | 22.14   |
|                            | 5-Year Low    | 19.89 | 14.43        | 16.72  | 15.25   |
|                            | 5-Year Median | 33.32 | 21.59        | 19.31  | 17.52   |
| P/B TTM                    | Current       | 5.5   | 2.92         | 5.66   | 4.18    |
|                            | 5-Year High   | 13.55 | 3.5          | 5.81   | 4.56    |
|                            | 5-Year Low    | 4.15  | 1.03         | 3.16   | 2.83    |
|                            | 5-Year Median | 7.63  | 2.44         | 4.35   | 3.69    |
| P/S F12M                   | Current       | 6.56  | 1.72         | 3.83   | 3.42    |
|                            | 5-Year High   | 10.63 | 2.93         | 3.83   | 3.44    |
|                            | 5-Year Low    | 3.3   | 1.52         | 2.32   | 2.53    |
|                            | 5-Year Median | 6.57  | 2.06         | 3.12   | 3.02    |

As of 06/29/2020

## Industry Analysis Zacks Industry Rank: Top 40% (102 out of 253)



## Top Peers

| Company (Ticker)                        | Rec          | Rank |
|-----------------------------------------|--------------|------|
| Acacia Communications, Inc. (ACIA)      | Outperform   | 1    |
| EXFO Inc (EXFO)                         | Neutral      | 3    |
| Knowles Corporation (KN)                | Neutral      | 3    |
| Plantronics, Inc. (PLT)                 | Neutral      | 3    |
| Spirent Communications PLC (SPMY)       | Neutral      | 3    |
| Viavi Solutions Inc. (VIAV)             | Neutral      | 4    |
| Harmonic Inc. (HLIT)                    | Underperform | 3    |
| TESSCO Technologies Incorporated (TESS) | Underperform | 5    |

| Industry Comparison Industry: Communication - Components |         |            |           | Industry Peers |           |           |
|----------------------------------------------------------|---------|------------|-----------|----------------|-----------|-----------|
|                                                          | ANET    | X Industry | S&P 500   | KN             | PLT       | VIAV      |
| Zacks Recommendation (Long Term)                         | Neutral | -          | -         | Neutral        | Neutral   | Neutral   |
| Zacks Rank (Short Term)                                  | 3       | -          | -         | 3              | 3         | 4         |
| VGM Score                                                | C       | -          | -         | D              | B         | A         |
| Market Cap                                               | 15.66 B | 154.66 M   | 21.46 B   | 1.38 B         | 600.08 M  | 2.89 B    |
| # of Analysts                                            | 11      | 3          | 14        | 5              | 4         |           |
| Dividend Yield                                           | 0.00%   | 0.00%      | 1.95%     | 0.00%          | 4.07%     | 0.00%     |
| Value Score                                              | D       | -          | -         | D              | A         | C         |
| Cash/Price                                               | 0.17    | 0.16       | 0.07      | 0.11           | 0.41      | 0.19      |
| EV/EBITDA                                                | 14.75   | 9.22       | 12.54     | 10.55          | 21.00     | 14.12     |
| PEG Ratio                                                | 2.27    | 2.66       | 2.81      | 2.79           | NA        | NA        |
| Price/Book (P/B)                                         | 5.50    | 2.19       | 2.93      | 1.11           | NA        | 4.26      |
| Price/Cash Flow (P/CF)                                   | 21.68   | 12.42      | 11.53     | 9.55           | 0.60      | 11.42     |
| P/E (F1)                                                 | 24.59   | 25.74      | 20.96     | 27.85          | 10.37     | 18.45     |
| Price/Sales (P/S)                                        | 7.00    | 1.16       | 2.25      | 1.64           | 0.35      | 2.49      |
| Earnings Yield                                           | 4.11%   | 2.52%      | 4.53%     | 3.59%          | 9.63%     | 5.45%     |
| Debt/Equity                                              | 0.03    | 0.01       | 0.76      | 0.23           | -19.58    | 0.88      |
| Cash Flow (\$/share)                                     | 9.54    | 0.18       | 7.01      | 1.58           | 24.52     | 1.11      |
| Growth Score                                             | C       | -          | -         | D              | B         | A         |
| Hist. EPS Growth (3-5 yrs)                               | 48.27%  | 8.83%      | 10.93%    | 14.35%         | 8.83%     | 22.77%    |
| Proj. EPS Growth (F1/F0)                                 | -12.63% | -40.67%    | -10.50%   | -49.53%        | -54.55%   | 0.88%     |
| Curr. Cash Flow Growth                                   | 22.40%  | -0.36%     | 5.51%     | 8.28%          | 171.96%   | 29.45%    |
| Hist. Cash Flow Growth (3-5 yrs)                         | 57.99%  | 14.62%     | 8.62%     | -9.73%         | 50.11%    | 1.45%     |
| Current Ratio                                            | 5.82    | 2.32       | 1.30      | 3.33           | 1.44      | 3.82      |
| Debt/Capital                                             | 2.68%   | 2.52%      | 44.51%    | 18.40%         | 73.37%    | 46.79%    |
| Net Margin                                               | 35.61%  | -2.51%     | 10.62%    | 5.09%          | -47.85%   | 1.25%     |
| Return on Equity                                         | 24.82%  | 4.62%      | 15.82%    | 5.90%          | 17.44%    | 17.72%    |
| Sales/Assets                                             | 0.58    | 0.73       | 0.55      | 0.51           | 0.59      | 0.64      |
| Proj. Sales Growth (F1/F0)                               | -3.90%  | 0.00%      | -2.61%    | -17.20%        | -10.99%   | -0.06%    |
| Momentum Score                                           | A       | -          | -         | B              | D         | A         |
| Daily Price Chg                                          | -1.77%  | 0.12%      | 1.71%     | 2.24%          | 8.54%     | 1.28%     |
| 1 Week Price Chg                                         | -3.39%  | -3.85%     | -3.90%    | -5.71%         | -1.81%    | -3.85%    |
| 4 Week Price Chg                                         | -11.82% | -0.22%     | -2.17%    | -2.53%         | 15.69%    | 2.76%     |
| 12 Week Price Chg                                        | -0.33%  | 7.28%      | 14.42%    | 7.28%          | 49.59%    | 12.94%    |
| 52 Week Price Chg                                        | -21.28% | -16.32%    | -8.82%    | -18.08%        | -60.41%   | -9.44%    |
| 20 Day Average Volume                                    | 685,058 | 117,278    | 2,732,041 | 725,143        | 1,012,065 | 2,651,774 |
| (F1) EPS Est 1 week change                               | 0.00%   | 0.00%      | 0.00%     | 0.00%          | 0.00%     | 0.00%     |
| (F1) EPS Est 4 week change                               | 0.00%   | 0.00%      | 0.00%     | 0.00%          | 0.00%     | 0.00%     |
| (F1) EPS Est 12 week change                              | 2.70%   | -34.87%    | -10.60%   | -58.79%        | -64.53%   | -7.51%    |
| (Q1) EPS Est Mthly Chg                                   | 0.00%   | 0.00%      | 0.00%     | 0.00%          | 0.00%     | 0.00%     |

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## 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 have an excellent 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.

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### 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   | C |
| Momentum Score | A |
| 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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