

## A. O. Smith (AOS)

**\$64.38** (As of 03/12/21)

Price Target (6-12 Months): **\$68.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 12/23/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:A

Value: B

Growth: A

Momentum: B

## Summary

A. O. Smith will likely benefit from its robust liquidity position and dedicated capital-deployment strategies. Its solid position in the replacement market, which accounts for 80-85% of the North America segment, is a long-term growth driver. Also, the company's focus on investments in product developments, automation and production efficiency is likely to be beneficial. In the past 60 days, the company's earnings estimates have been increased for 2021 and 2022. However, in the past three months, the company's shares have underperformed the industry. Low demand for commercial water heaters in North America, stemming from the coronavirus outbreak, is concerning. Foreign exchange headwinds might also affect its performance. Further, high capital expenditure is likely to adversely impact the company's short-term liquidity.

## Price, Consensus & Surprise

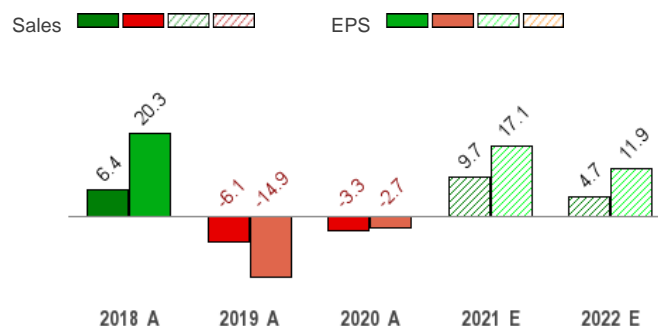


Source: Zacks Investment Research

## Data Overview

52-Week High-Low	<b>\$65.83 - \$33.81</b>
20-Day Average Volume (Shares)	<b>1,153,121</b>
Market Cap	<b>\$10.4 B</b>
Year-To-Date Price Change	<b>17.4%</b>
Beta	<b>1.05</b>
Dividend / Dividend Yield	<b>\$1.04 / 1.6%</b>
Industry	<b>Manufacturing - Electronics</b>
Zacks Industry Rank	<b>Top 37% (94 out of 253)</b>

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



Last EPS Surprise	<b>25.4%</b>
Last Sales Surprise	<b>9.3%</b>
EPS F1 Estimate 4-Week Change	<b>0.0%</b>
Expected Report Date	<b>05/04/2021</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>29.7</b>
P/E F1	<b>25.5</b>
PEG F1	<b>2.9</b>
P/S TTM	<b>3.6</b>

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					3,327 E
2021	770 E	773 E	788 E	834 E	3,177 E
2020	637 A	664 A	760 A	835 A	2,895 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.71 E	\$0.66 E	\$0.75 E	\$0.82 E	\$2.83 E
2021	\$0.57 E	\$0.59 E	\$0.66 E	\$0.73 E	\$2.53 E
2020	\$0.32 A	\$0.45 A	\$0.66 A	\$0.74 A	\$2.16 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 03/12/2021. The report's text and the analyst-provided price target are as of 03/15/2021.

## Overview

Headquartered in Milwaukee, WI, A. O. Smith Corporation is one of the leading manufacturers of commercial and residential water heating equipment, and water treatment products of the world. The company specializes in offering innovative, and energy-efficient solutions and products, which are developed and sold on a global platform.

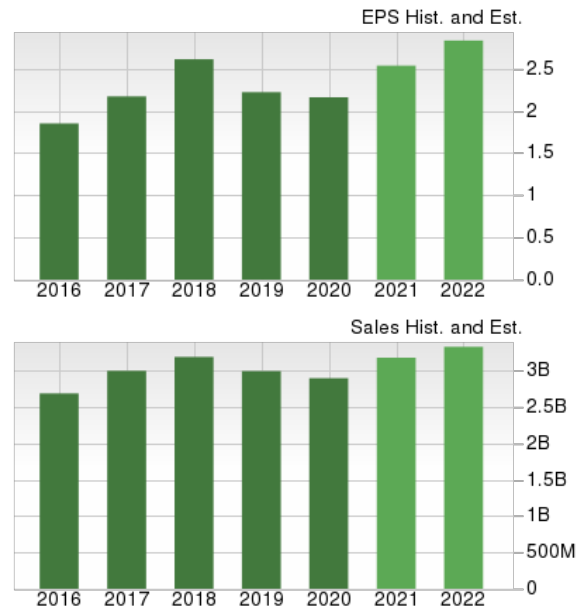
A. O. Smith reports operations under two geographic segments — North America and Rest of World. The segments are briefly discussed below:

- North America (66.7% of revenues generated in fourth-quarter 2020): This segment engages in manufacturing and marketing of water heaters, boilers, water treatment products, commercial solar water heating systems, expansion tanks, swimming pool and spa heaters, and others. These products are sold primarily to the company's commercial and residential customers in North America.

Main product brands under this segment are Lochinvar, Aquasana, Bradford White, Rheem, Rinnai, Navien and Aerco.

- Rest of World (33.3% of revenues generated in fourth-quarter 2020): This segment comprises operations in India, China, the Middle East and Europe markets. It primarily manufactures and markets vast products, comprising fully modulating, non-condensing gas tankless water heater. Apart from this, the segment manufactures air purifier and water treatment products, especially in Asia.

In China, the company develops water purifier, combi boiler, gas tankless, residential & commercial heat pump, air purifier, and other products.



Source: Zacks Investment Research

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## Reasons To Buy:

- ▲ A. O. Smith's robust liquidity position adds to its strength. Exiting the fourth quarter of 2020, the company had a cash and marketable securities balance of \$689.6 million, along with undrawn borrowing capacity on its credit facility of \$500 million. For 2020, its cash flow from operations totaled \$562.1 million, up 23.2% from 2019. We believe that improvement in cash flows will effectively support the company's capital-allocation strategies. Also, it dedicatedly follows a capital-deployment strategy, and continually rewards its shareholders via repurchases and dividend increases. In 2020, it bought back 1.3 million shares for \$56.7 million. Also, during the same period, the company paid out dividends worth \$158.7 million to shareholders, higher than \$149.2 million a year ago. In addition, the company hiked the quarterly dividend rate by 8% in October 2020. Notably, in 2021, it expects to repurchase \$400 million worth of shares through a combination of open market purchases and 10b5-1 program.
- ▲ A. O. Smith's fourth-quarter 2020 revenues were up 11.1% year over year and beat the consensus estimate by 9.3%, backed by strong demand across North America and China. Strength in the company's North America segment, on account of robust demand for water treatment products and residential water heater products in the United States supported by its strong retail and direct-to-consumer sales channel, is likely to continue driving revenues of the segment. For 2021, it anticipates year-over-year sales growth of 13-14% from its water treatment business in North America. Also, sales from boiler business in North America are projected to grow in mid-single digit range. In addition, growth in demand in China along with the company's continuous focus on investments in product developments, automation and production efficiency will likely be beneficial in the quarters ahead. For long run, its growth potential and strong position in the replacement market are likely to set it apart from its peers. It believes its replacement market, which accounts for 80-85% of the North American water heater and boiler volumes, will act as a long-term growth driver.
- ▲ A. O. Smith believes in adding complementary businesses to the portfolio via acquisitions. In April 2019, the company completed the buyout of Water-Right valued at \$107 million. The acquisition has been strengthening the company's growth opportunities in the water treatment industry, especially in the wholesale and independent dealer array. Reduction of debt remains A. O. Smith's priorities. At the end of fourth-quarter 2020, the company's total debt level decreased 0.6% sequentially to \$113.2 million. It is worth noting that its cash and cash equivalents (totaled \$573.1 million at fourth-quarter end) were sufficient to meet its obligations. Also, the company seems to be less leveraged than the industry, with the respective long-term debt-to-capital ratios of 0.05 and 0.27. In the past 60 days, the company's earnings estimates have been increased 6.3% for 2021 and 7.6% for 2022.

Strength in its replacement business, the acquired Water-Right business and strong liquidity position are likely to strengthen A. O. Smith's long-term competency.

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## Reasons To Sell:

- ▼ A. O. Smith has been witnessing a persistent low demand for commercial water heater and boilers in North America due to the construction project delays and coronavirus outbreak-led issues. For 2021, it expects sales volume from its commercial water heater business to decline about 4% on a year-over-year basis. In addition, weak end markets in India amid the pandemic remain concerning. The lingering effects of the coronavirus pandemic and its impact on demand for the company's products and services are likely to have a bearing on its overall results in the first quarter.
- ▼ A. O. Smith has a significant presence in countries in Asia like China and India. Both nations account for a substantial part of revenues from the Rest of the World segment. As a result, the company's financial performance is subject to various risks like foreign currency exchange rate, interest rate fluctuations and hyperinflation in some foreign countries. Furthermore, typically its products are priced in local currencies of foreign countries. As a result, an increase in the value of the U.S. dollar relative to the local currencies of foreign markets might affect the company's top line in the quarters ahead.
- ▼ Although A. O. Smith's restructuring initiatives hold good for aligning its business to pandemic-related market conditions, it will negatively impact its short-term earnings. Notably, the company's restructuring and severance expenses adversely impacted its earnings by 4 cents in 2020. Also, high capital expenditure incurred will negatively impact its short-term liquidity. The company expects to incur a capital expenditure of \$85-\$90 million in 2021. In addition, market prices for certain raw materials used by it, primarily steel, have been subject to volatility. In the past three months, A. O. Smith's shares have gained 16.9% compared with the industry's growth of 19%.

Weak commercial water heater end market, unfavorable movements in foreign currencies and high capital expenditure weigh on A. O. Smith.

## Last Earnings Report

### A. O. Smith Q4 Earnings & Revenues Surpass Estimates

A. O. Smith has reported better-than-expected fourth-quarter 2020 results, wherein both earnings and revenues beat estimates.

The company's adjusted earnings were 74 cents per share, beating the Zacks Consensus Estimate of 59 cents. Also, the bottom line increased 32.1% from the year-ago figure of 56 cents.

In 2020, the company's adjusted earnings came in at \$2.16, down 5% year over year.

Quarter Ending **12/2020**

Report Date	Jan 28, 2021
Sales Surprise	9.31%
EPS Surprise	25.42%
Quarterly EPS	0.74
Annual EPS (TTM)	2.17

### Top-Line Details

The company's fourth-quarter net sales increased 11.1% year over year to \$834.5 million. The increase was driven by higher sales in North America and China. Notably, the top line beat the Zacks Consensus Estimate of \$763 million.

In 2020, the company's net sales were \$2,895.3 million, down 3.3% on a year-over-year basis.

A.O. Smith's quarterly sales in North America (comprising the U.S. and Canada water heaters and boilers) moved up 7.2% year over year to \$560.9 million. The segment's results were driven by higher sales of residential water heaters.

Segmental operating earnings were up about 7% to \$137.9 million on a year-over-year basis. The increase was on account of higher sales volume of residential water heaters and lower steel costs, partially offset by higher logistics costs.

Quarterly sales in Rest of World (including China, India and Europe) grew 19.1% year over year to \$279 million. The increase was primarily backed by higher consumer demand for water treatment products and a favourable mix between product categories.

Operating earnings at the segment was \$31.3 million compared with \$1.5 million recorded in the year-ago quarter. Higher sales volume and lower operating costs were beneficial to the segment's income.

### Liquidity & Cash Flow

On Dec 31, 2020, A.O. Smith's cash and cash equivalents totaled \$573.1 million compared with \$374 million as of Dec 31, 2019.

At the end of the reported quarter, long-term debt was \$106.4 million compared with \$277.2 million as of Dec 31, 2019.

In 2020, cash provided by the operating activities totaled \$562.1 million compared with \$456.2 million in the year-ago.

### Share Repurchases

In 2020, the company repurchased shares worth \$56.7 million, compared with \$287.7 million worth of shares repurchased in 2019. It paid dividends worth \$158.7 million compared with \$149.2 million in the previous year.

### Guidance

The company provided earnings guidance for 2021. It expects adjusted earnings of \$2.40-\$2.50. The mid-point reflects a year-over-year increase of 13.4%.

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## Recent News

### Dividend

On **Feb 16, 2021**, A. O. Smith paid out a quarterly dividend of 26 cents per share to shareholders of record as of Jan 29, 2021.

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## Valuation

A. O. Smith shares are up 17.4% in the year-to-date period and increased 69.5% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 16.2% in the year-to-date period, while that in the Zacks Industrial Products sector increased 14.6%. Over the past year, the Zacks sub-industry and the sector are up 104.6% and 98.6%, respectively.

The S&P 500 index has moved up 5.4% in the year-to-date period, while increased 67.9% in the past year.

The stock is currently trading at 24.81x forward 12-month earnings per share, which compares to 26.51x for the Zacks sub-industry, 26.39x for the Zacks sector and 22.53x for the S&P 500 index.

Over the past five years, the stock has traded as high as 29.19x and as low as 14.41x, with a 5-year median of 23.13x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$68 price target reflects 26.05x forward 12-month earnings per share.

The table below shows summary valuation data for AOS.

Valuation Multiples - AOS					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	24.81	26.51	26.39	22.53
	5-Year High	29.19	26.58	26.39	23.8
	5-Year Low	14.41	13.62	12.66	15.3
	5-Year Median	23.13	18.03	18.03	17.9
P/S F12M	Current	3.25	3.85	4.37	4.57
	5-Year High	3.58	3.85	4.37	4.57
	5-Year Low	1.91	1.6	1.62	3.21
	5-Year Median	2.89	2.15	2.13	4.57

As of 03/12/2021

Source: Zacks Investment Research

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## Industry Analysis Zacks Industry Rank: Top 37% (94 out of 253)



Source: Zacks Investment Research

## Top Peers

Company (Ticker)	Rec	Rank
IIVI Incorporated (IIVI)	Outperform	2
AZZ Inc. (AZZ)	Neutral	3
Energysys (ENS)	Neutral	3
Franklin Electric Co., Inc. (FELE)	Neutral	3
SPX FLOW, Inc. (FLOW)	Neutral	3
Pentair plc (PNR)	Neutral	3
Regal Beloit Corporation (RBC)	Neutral	2
Rexnord Corporation (RXN)	Underperform	3

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

Industry Comparison Industry: Manufacturing - Electronics				Industry Peers		
	AOS	X Industry	S&P 500	ENS	RBC	RXN
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Underperform
Zacks Rank (Short Term)	3	-	-	3	2	3
VGM Score	A	-	-	B	B	C
Market Cap	10.42 B	4.01 B	28.54 B	4.33 B	6.21 B	6.15 B
# of Analysts	9	4	13	2	3	5
Dividend Yield	1.62%	0.14%	1.38%	0.69%	0.78%	0.70%
Value Score	B	-	-	B	B	C
Cash/Price	0.07	0.07	0.06	0.13	0.11	0.06
EV/EBITDA	18.51	16.53	16.11	15.41	15.27	49.95
PEG F1	2.91	2.26	2.38	2.27	2.14	2.17
P/B	5.64	3.75	3.92	2.82	2.41	4.40
P/CF	24.15	21.03	16.30	13.10	16.92	19.83
P/E F1	25.45	25.14	21.26	22.67	21.39	26.39
P/S TTM	3.60	2.95	3.30	1.47	2.14	3.11
Earnings Yield	3.93%	3.86%	4.59%	4.41%	4.68%	3.79%
Debt/Equity	0.06	0.20	0.67	0.69	0.33	0.85
Cash Flow (\$/share)	2.67	2.06	6.78	7.74	9.04	2.58
Growth Score	A	-	-	B	C	B
Historical EPS Growth (3-5 Years)	4.46%	4.48%	9.34%	1.45%	4.63%	10.20%
Projected EPS Growth (F1/F0)	17.33%	29.14%	14.75%	-4.38%	23.86%	-3.58%
Current Cash Flow Growth	-3.81%	-2.66%	0.74%	18.95%	0.16%	5.44%
Historical Cash Flow Growth (3-5 Years)	4.51%	3.76%	7.37%	2.95%	-0.37%	3.01%
Current Ratio	1.83	2.38	1.39	2.78	2.25	2.82
Debt/Capital	5.44%	16.16%	41.42%	40.77%	24.59%	46.03%
Net Margin	11.91%	6.51%	10.59%	3.67%	6.51%	7.41%
Return on Equity	20.45%	8.20%	14.70%	13.14%	9.73%	16.08%
Sales/Assets	0.96	0.75	0.51	0.88	0.64	0.57
Projected Sales Growth (F1/F0)	9.72%	7.76%	6.93%	-3.82%	6.33%	8.89%
Momentum Score	B	-	-	D	D	D
Daily Price Change	-0.92%	0.83%	0.64%	2.86%	2.73%	0.27%
1-Week Price Change	5.24%	0.00%	2.46%	-1.06%	1.49%	6.14%
4-Week Price Change	5.39%	5.23%	4.45%	8.85%	17.63%	24.24%
12-Week Price Change	16.50%	22.06%	7.65%	19.00%	29.92%	35.64%
52-Week Price Change	66.23%	122.17%	62.34%	134.37%	141.34%	133.35%
20-Day Average Volume (Shares)	1,153,121	251,323	2,210,456	251,323	346,792	872,660
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.64%	0.00%	0.79%	6.87%	-1.82%
EPS F1 Estimate 12-Week Change	7.07%	6.87%	2.01%	0.79%	6.87%	-5.19%
EPS Q1 Estimate Monthly Change	0.00%	0.09%	0.00%	-4.14%	7.81%	-11.56%

Source: Zacks Investment Research

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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 maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

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

### Zacks Style Scores

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

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

Value Score	<b>B</b>
Growth Score	<b>A</b>
Momentum Score	<b>B</b>
VGM Score	<b>A</b>

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

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## Disclosures

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## Additional Disclosure

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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.

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**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.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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**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.