

## Avnet, Inc. (AVT)

**\$28.85** (As of 08/11/20)

Price Target (6-12 Months): **\$30.00**

Long Term: 6-12 Months

**Zacks Recommendation:**
**Neutral**

(Since: 06/29/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:A

Value: A

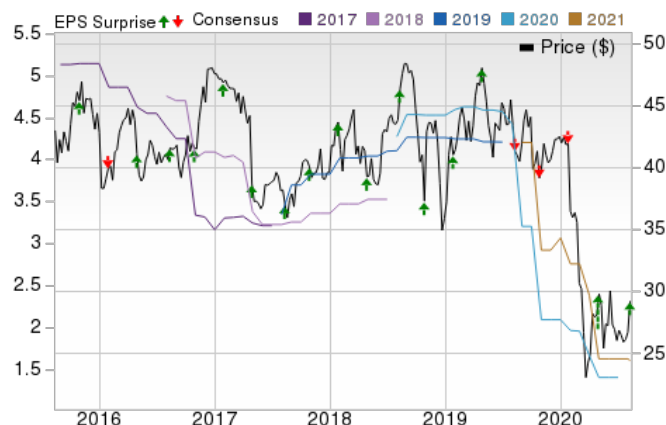
Growth: A

Momentum: F

## Summary

Avnet reported better-than-expected fourth quarter fiscal 2020 results. Strong demand in the aerospace and defense market is driving Avnet's performance. Moreover, cost-saving efforts are significantly yielding. Besides, Avnet has been trying to expand presence in IoT, which is a lucrative industry. Key partnerships were tailwinds for the top line. Notably, Avnet expects to replace the Texas Instruments revenues with higher-margin revenues by the end of fiscal 2022. However, weakness in the components industry due to coronavirus-led demand disruptions is a downside. Sluggishness in automotive and industrial end markets is a concern. Moreover, lower pricing and higher costs related to the impact of coronavirus on the company's logistic operations affected the margins. A highly leveraged balance sheet is an overhang.

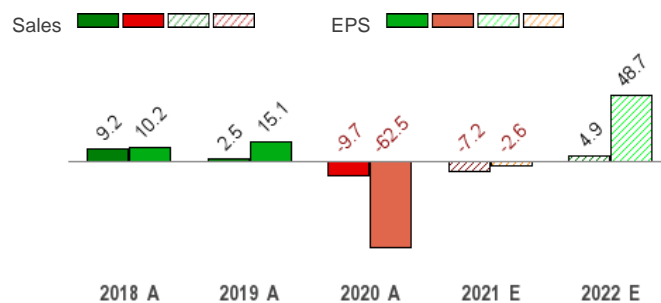
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$45.23 - \$17.85
20 Day Average Volume (sh)	815,128
Market Cap	\$2.8 B
YTD Price Change	-32.0%
Beta	1.31
Dividend / Div Yld	\$0.84 / 2.9%
Industry	<a href="#">Electronics - Parts Distribution</a>
Zacks Industry Rank	Top 22% (56 out of 253)

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



Last EPS Surprise	1,300.0%
Last Sales Surprise	NA
EPS F1 Est- 4 week change	-7.9%
Expected Report Date	10/22/2020
Earnings ESP	0.0%
P/E TTM	19.0
P/E F1	19.2
PEG F1	1.4
P/S TTM	0.2

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	4,287 E	4,212 E	4,238 E	4,345 E	17,153 E
2021	4,019 E	4,000 E	4,093 E	4,246 E	16,357 E
2020	4,630 A	4,535 A	4,310 A	4,160 A	17,634 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.47 E	\$0.54 E	\$0.55 E	\$0.70 E	\$2.23 E
2021	\$0.10 E	\$0.28 E	\$0.49 E	\$0.61 E	\$1.50 E
2020	\$0.60 A	\$0.40 A	\$0.38 A	\$0.14 A	\$1.54 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 08/11/2020. The reports text is as of 08/12/2020.

## Overview

Based in Phoenix, AZ, Avnet Inc., (AVT) is one of the world's largest distributors of electronic components and computer products. The company's customer base includes original equipment manufacturers (OEMs), electronic manufacturing services (EMS) providers, original design manufacturers (ODMs), and value-added resellers (VARs). Avnet maintains an extensive inventory, including electronic products from more than 300 component and system manufacturers, which it distributes to customers worldwide.

Avnet distributes products for companies like International Business Machines Corp. and Hewlett-Packard Co. As part of its major restructuring initiative to focus on high growth businesses, the company sold its troubled TS business to Tech Data Corp. in a cash-stock deal worth \$2.6 billion during fiscal 2017.

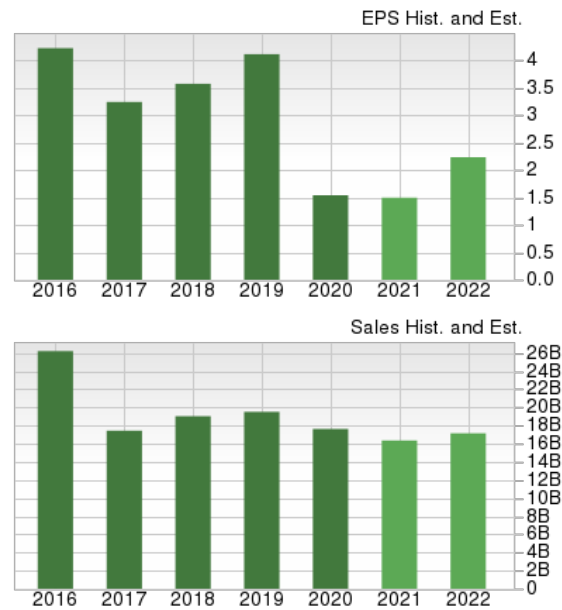
Avnet has two major operating segments — Electronic Components (EC) and Premier Farnell (PF). Through the EC segment, the company distributes semiconductors and Interconnect, passive and electromechanical devices (IP&E), and provides supply chain management, inventory replenishment system and non-complex engineering design services. This segment also offers integrated solutions, including technical design, integration and assembly of embedded products, systems and solutions for industrial applications.

Avnet's PF segment supports low volume customers that require electronic components quickly to develop and test their products. This segment provides a comprehensive suite of kits, tools, electronic components and industrial automation components to both engineers and entrepreneurs.

The company operates across the Americas; Europe, Middle East and Africa (EMEA); and Asia/Pacific (Asia) regions.

The product set consists of semiconductors (approximately 77% of fiscal 2019 revenues), Interconnect, IP&E (18%), and Others (2.5%). Region wise, Avnet generated approximately 26.3% of revenues from operations in the Americas in fiscal 2019 while EMEA contributed about 34.6%. Asia accounted for 39% of revenues.

Avnet's major competitors include Arrow Electronics Inc., Future Electronics, World Peace Group, Mouser Electronics and Digi-Key Electronics.



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## Reasons To Buy:

- ▲ In the past few years, Avnet has been taking major restructuring steps to streamline its business. It intends to focus on high growth businesses only and divest low profit or loss making businesses. In doing so, the company sold its troubled Technology Solution business to Tech Data Corporation (TDC) for \$2.6 billion during fiscal 2017. The divestment of the Technology Solution division has allowed Avnet to focus on high growth areas such as marketing electronic components and related products in the supply chain. The company intends to use its resources to make investments in embedded solutions, IoT and critical digital platforms as well as expand its footprint in newer markets.
- ▲ Over the last one year, Avnet has been trying to expand its presence in the IoT space. The company's acquisition of Dragon Innovation, a manufacturing consultancy and software vendor which enjoys strong presence in the IoT space, is considered to be in the same direction. Therefore, in our opinion, this acquisition will enable Avnet in providing powerful, simple-to-use tools to engineers which will enable them to manufacture and roll out hardware products in a more fast and cost-effective manner. On the IoT front, the company has made several partnerships with the likes of AT&T, as well as acquisitions, such as Premier Farnell and Hackster.io, to enhance its capabilities in this space. Per the company, the aforementioned acquisitions have expanded its "reach to more than two million customers and an active community of more than 750,000 entrepreneurs, makers and engineers."
- ▲ Acquisitions form an important part of the company's core strategy to bolster portfolio and expand global operations, while contributing significantly to the revenue stream. The acquisition of Dragon Innovation, a manufacturing consultancy and software vendor, helped the company expand presence in the IoT space. Avnet has also pursued a number of key acquisitions over the past few years, which are expected to comprehensively bolster its performance and augment its product base and operational network. This makes us optimistic about the company's growth prospects.

Avnet's leading position in electronics distribution, cost cutting initiatives and acquisition synergies are encouraging.

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## Reasons To Sell:

- ▼ Though the sale of the Technology Solution division to Tech Data Corporation has allowed Avnet to focus on high growth areas such as marketing electronic components and related products in the supply chain, it will take considerable time to reflect in the company's bottom line performances. This makes us cautious about the company's near-term prospects.
- ▼ Asia undoubtedly remains one of the largest growth drivers in the current environment. Although profitable in the long run, the company's extensive investments in the region will impact its margins in the near term. We also believe that any unfavorable currency fluctuations and an uncertain macroeconomic environment may temper growth at the company because of the major part of its revenues coming from outside the United States.
- ▼ Continued weakness in the industrial and automotive segments due to the downturn in China, overall slowdown in sales in Asia and headwinds from Europe, are affecting the company's growth. Furthermore, the coronavirus triggered global recession is likely to negatively impact Avnet's financial performance in the near-term.
- ▼ Avnet's domestic and foreign operations are subject to significant competition. It faces stiff competition from Arrow Electronics Inc. — a formidable rival. Arrow's acquisition of Waching's Wireless business, ALTIMATE Group, Global Link Technology, Redemtech and expansion in Sao Paulo, Brazil can turn out to be highly profitable, and pose a serious threat to Avnet, going forward.
- ▼ Avnet is a highly leveraged company. The company's long-term debt (including current maturities) is \$1.43 billion as of Jun 27, 2020, which is significantly higher than cash and cash equivalents of \$477 million.
- ▼ The latest forecast for worldwide IT spending by Gartner might dampen Avnet's growth prospects. The worldwide IT spending is anticipated to be \$3.5 trillion in 2020, suggesting a decrease of 7.3% from 2019. Gartner noted that companies are prioritizing technology spending that are mission-critical instead of on growth and transformation initiatives amid the ongoing coronavirus crisis and the global economic recession.

Though the sale of the TS division will allow Avnet to focus on high growth areas in the supply chain, it will take considerable time to reflect in the company's bottom line performances.

## Last Earnings Report

### Avnet's Q4 Earnings & Revenues Beat Estimates, Fall Y/Y

Avnet reported fourth-quarter fiscal 2020 non-GAAP earnings of 64 cents per share, which surpassed the Zacks Consensus Estimate of 14 cents. However, the figure plunged 32.6% year over year.

Revenues of \$4.16 billion surpassed the Zacks Consensus Estimate by 6.3% but fell 11.1% year over year.

Soft demand in Europe, Middle East, and Africa (EMEA) was a deterrent in the reported quarter. Moreover, lower pricing and higher logistics costs stemming from the coronavirus pandemic affected the bottom line.

#### Quarter in Detail

Electronic Components segment revenues fell 10.8% year over year to \$3.87 billion due to lower revenues from EMEA.

Premier Farnell segment's revenues of \$292.1 million declined 15% year over year.

New customer acquisition increased more than 13% year over year, largely driven by coronavirus-related safety products.

Revenues from the Americas declined 9.2% year over year and the same from the EMEA region was down 18%. Further, Asia revenues dropped 6.2% year over year.

Avnet reported gross profit of \$475.1 million, down 20.2% year over year. Gross margin plunged 130 basis points (bps) to 11.4%.

Adjusted operating income was \$42.9 million, plunging 72.5% year over year. Adjusted operating margin came in at 1%, down 231 bps.

Adjusted operating expenses declined 1.5% year over year to \$432.1 million.

Avnet announced a new cost-cutting plan, which will be implemented by December 2020. Under this plan, the company aims to reduce net operating expenses by \$75 million annually.

#### Balance Sheet and Cash Flow

As of Jun 30, 2020, Avnet had cash and cash equivalents of \$477 million compared with \$402.7 million at the end of the previous quarter.

Long-term debt was \$1.43 billion as of Jun 30, up from \$1.19 billion reported in the previous quarter. The company used \$300 million in cash to pay-off debt.

Net debt leverage ratio was 2.1 at the end of the reported quarter. Operating cash flow was \$288.2 million in fourth-quarter fiscal 2020. Avnet returned \$21 million to its shareholders in the form of dividends in the quarter under review.

#### First-Quarter Fiscal 2021 Guidance

Avnet expects top line for the first quarter of fiscal 2021 to be in the range of \$3.8 -\$4.2 billion. First quarter revenues are likely to be impacted by seasonality leading to lower revenues from EMEA. Non-GAAP adjusted earnings for the first quarter is likely to range from breakeven to 16 cents per share.

Notably, Avnet expects Farnell revenue to register slight increase in the first quarter while Texas Instruments revenues are anticipated to witness a sequential decline in revenues, in the \$100-\$150 million band.

Avnet also expects a slight decline in operating margin.

Quarter Ending 06/2020

Report Date	Aug 06, 2020
Sales Surprise	NA
EPS Surprise	1,300.00%
Quarterly EPS	0.14
Annual EPS (TTM)	1.52

## Recent News

On Aug 6, Avnet declared regular quarterly dividend of 21 cents per share to be paid on Sep 23, 2020 to shareholders as of record Sep 9, 2020.

On Aug 4, Avnet's CEO William J. Amelio stepped down from his role. Peter Gallagher, who serves as the Global President of Avnet's Electronic Components business, will act as the Interim Chief Executive Officer.

On Jul 22, Avnet unveiled a new single-board computer called MaaXBoard Mini. This hardware is expected reduce costs for IoT developers.

On May 21, Avnet declared quarterly cash dividend 21 cents per share. Dividend will be payable on Jun 17 of shareholders record date as of Jun 3.

On May 5, Avnet's XRF16 system-on-module, featuring the Xilinx Zynq UltraScale+ Radio Frequency (RF) System-on-Chip SoC Gen-2, hit the market. The module expands Avnet's product offerings by accelerating development and production for developers working on applications that require next-generation 5G connectivity.

On Feb 7, Avnet declared quarterly cash dividend 21 cents per share. Dividend will be payable on Mar 18 of shareholders record date as of Mar 4.

On Jan 7, Avnet launched a Partner Program at the CES 2020, which will aid IoT efforts by providing system integrators and OEMs with space to create IoT solutions cost effectively. Hence, the developers will be able to continue with their developments on the company's IoTConnect platform, which is powered by Microsoft's Azure IoT Suite.

## Valuation

Avnet's shares have lost 32% in the year-to-date (YTD) period, and 30.2% over the trailing 12 months. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector have fallen 21.9% and grown 19.9% YTD, respectively. Over the past year, while the Zacks sub-industry decreased 8.5%, the sector gained 34.0%.

The S&P 500 Index has increased 4.2% YTD and 15.0% in the past year.

The stock is currently trading at 16.34X forward 12-month earnings, which compares with 11.18X for the Zacks sub-industry, 25.77X for the Zacks sector and 22.8X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 19.73X and as low as 7.57X, with a 5-year median of 10.76X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$30.00 price target reflects 17.16X forward 12-months earnings.

The table below shows summary valuation data for AVT

Valuation Multiples - AVT					
		Stock	Sub-Industry	Sector	S&P 500
P/E F 12M	Current	16.34	11.18	25.77	22.8
	5-Year High	19.73	11.81	26.31	22.8
	5-Year Low	7.57	7.61	16.72	15.25
	5-Year Median	10.76	9.5	19.61	17.58
EV/EBITDA TTM	Current	7.24	7.24	13.1	12.66
	5-Year High	9.54	8.98	13.51	12.84
	5-Year Low	3.73	4.38	7.59	8.24
	5-Year Median	6.15	6.89	10.91	10.9
EV/Sales TTM	Current	0.23	0.26	4.59	3.23
	5-Year High	0.44	0.4	4.59	3.46
	5-Year Low	0.16	0.18	2.58	2.14
	5-Year Median	0.3	0.31	3.65	2.86

As of 08/11/2020

## Industry Analysis Zacks Industry Rank: Top 22% (56 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
Cirrus Logic, Inc. (CRUS)	Outperform	2
KLA Corporation (KLAC)	Outperform	2
AMETEK, Inc. (AME)	Neutral	3
American Superconductor Corporation (AMSC)	Neutral	3
Arrow Electronics, Inc. (ARW)	Neutral	2
Advantest Corp. (ATEYY)	Neutral	3
NVIDIA Corporation (NVDA)	Neutral	3
WESCO International, Inc. (WCC)	Neutral	3

Industry Comparison Industry: Electronics - Parts Distribution				Industry Peers		
	AVT	X Industry	S&P 500	AME	ARW	CRUS
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Outperform
Zacks Rank (Short Term)	3	-	-	3	2	2
VGM Score	A	-	-	B	A	F
Market Cap	2.85 B	2.33 B	23.61 B	22.79 B	5.92 B	3.71 B
# of Analysts	4	4	14	8	4	6
Dividend Yield	2.91%	0.00%	1.69%	0.73%	0.00%	0.00%
Value Score	A	-	-	C	A	D
Cash/Price	0.17	0.18	0.07	0.05	0.04	0.08
EV/EBITDA	10.61	9.26	13.32	17.53	24.21	14.06
PEG Ratio	1.39	1.68	2.95	3.75	1.68	2.50
Price/Book (P/B)	0.76	0.79	3.22	4.15	1.25	2.91
Price/Cash Flow (P/CF)	5.26	6.73	12.79	18.97	7.16	16.35
P/E (F1)	19.41	13.17	22.02	26.69	11.79	19.47
Price/Sales (P/S)	0.16	0.22	2.57	4.75	0.22	2.88
Earnings Yield	5.20%	7.60%	4.29%	3.75%	8.48%	5.13%
Debt/Equity	0.45	0.45	0.77	0.50	0.44	0.10
Cash Flow (\$/share)	5.48	6.19	6.94	5.23	10.65	3.88
Growth Score	A	-	-	C	B	D
Hist. EPS Growth (3-5 yrs)	-10.31%	4.76%	10.41%	14.31%	5.11%	1.88%
Proj. EPS Growth (F1/F0)	-2.92%	-13.15%	-6.51%	-11.25%	-14.27%	-14.13%
Curr. Cash Flow Growth	-30.02%	-22.23%	5.22%	23.89%	-14.43%	10.42%
Hist. Cash Flow Growth (3-5 yrs)	-5.16%	-1.05%	8.55%	10.17%	1.86%	3.55%
Current Ratio	2.78	2.73	1.34	2.47	1.45	4.23
Debt/Capital	31.06%	30.85%	44.59%	33.42%	30.64%	9.25%
Net Margin	-0.18%	0.62%	10.13%	18.52%	1.41%	13.47%
Return on Equity	4.05%	7.08%	14.59%	17.13%	11.39%	16.75%
Sales/Assets	2.10	1.69	0.51	0.48	1.74	0.79
Proj. Sales Growth (F1/F0)	-7.24%	-3.62%	-1.45%	-13.51%	-7.31%	-7.59%
Momentum Score	F	-	-	A	A	F
Daily Price Chg	1.09%	0.45%	-0.17%	0.21%	2.33%	-0.56%
1 Week Price Chg	9.36%	2.96%	2.30%	4.87%	3.60%	-5.69%
4 Week Price Chg	12.26%	11.63%	6.41%	8.13%	15.00%	-2.44%
12 Week Price Chg	5.83%	8.98%	15.42%	18.14%	15.98%	-10.75%
52 Week Price Chg	-30.21%	-1.39%	2.88%	15.29%	10.37%	19.20%
20 Day Average Volume	815,128	268,725	2,007,486	1,235,759	524,559	852,379
(F1) EPS Est 1 week change	-7.86%	3.21%	0.00%	3.19%	4.73%	2.41%
(F1) EPS Est 4 week change	-7.86%	3.21%	1.84%	5.27%	8.51%	7.40%
(F1) EPS Est 12 week change	-7.86%	-7.86%	2.40%	4.98%	8.51%	7.40%
(Q1) EPS Est Mthly Chg	-46.82%	2.83%	0.72%	4.79%	2.83%	-0.66%

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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	A
Growth Score	A
Momentum Score	F
VGM Score	A

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

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