

Avis Budget Group (CAR)

\$23.72 (As of 06/02/20)

Price Target (6-12 Months): **\$27.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 03/24/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:C

Value: A

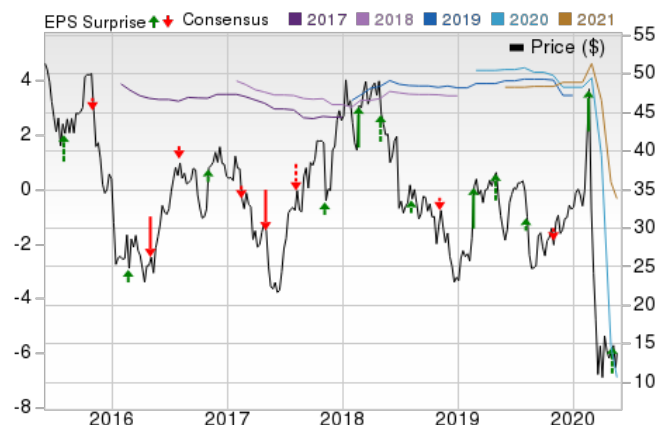
Growth: D

Momentum: F

Summary

Avis Budget's ability to cater to a wide range of mobility demands helps it expand and strengthen global foothold through organic growth. It operates through distinct global brands that focus on different market segments and complement other brands in their respective regional markets. The company's fleet expansion and technology enhancement initiatives are likely to enhance its offerings. On the flip side, the company faces intense competition from other players in terms of pricing in the vehicle rental industry. Pricing pressure in the international business is weighing on the company's revenue per day. The company's rental business experiences seasonal variations. The company has no plan to pay cash dividends on common stock. Due to these negatives, shares of Avis Budget have declined significantly over the past year.

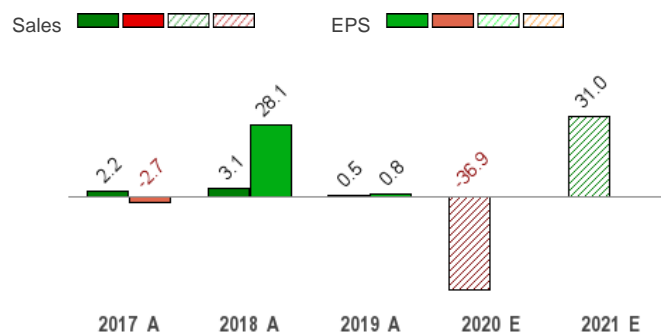
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$52.98 - \$6.35
20 Day Average Volume (sh)	8,261,315
Market Cap	\$1.6 B
YTD Price Change	-26.4%
Beta	2.32
Dividend / Div Yld	\$0.00 / 0.0%
Industry	Business - Services
Zacks Industry Rank	Top 48% (121 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	26.7%
Last Sales Surprise	0.9%
EPS F1 Est- 4 week change	-10.3%
Expected Report Date	08/03/2020
Earnings ESP	0.0%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					7,585 E
2020	1,753 A	770 E	1,712 E	1,683 E	5,789 E
2019	1,920 A	2,337 A	2,753 A	2,162 A	9,172 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	-\$1.26 E	\$0.63 E	\$2.81 E	\$0.19 E	\$1.05 E
2020	-\$1.40 A	-\$5.31 E	\$0.17 E	\$0.19 E	-\$6.35 E
2019	-\$0.78 A	\$0.79 A	\$2.96 A	\$0.73 A	\$3.68 A

*Quarterly figures may not add up to annual.

P/E TTM	7.7
P/E F1	NA
PEG F1	NA
P/S TTM	0.2

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 06/02/2020. The reports text is as of 06/03/2020.

Overview

Headquartered in Parsippany, N.J., Avis Budget Group operates as a leading vehicle rental operator in North America, Europe and Australasia with an average rental fleet of nearly 650,000 vehicles. The company is a leading global provider of mobility solutions through its three most recognized brands — Avis, Budget and Zipcar. The company has licensees in approximately 175 countries throughout the world.

Along with its licensees, Avis Budget operates in approximately 180 countries with more than 11,000 car and truck rental locations throughout the world. The company usually maintains a leading share of airport car rental revenue in North America, Europe and Australasia, and operates one of the leading truck rental businesses in the United States. Its Zipcar brand is one of the world's leading car sharing businesses which provides an alternative to traditional vehicle rental and ownership.

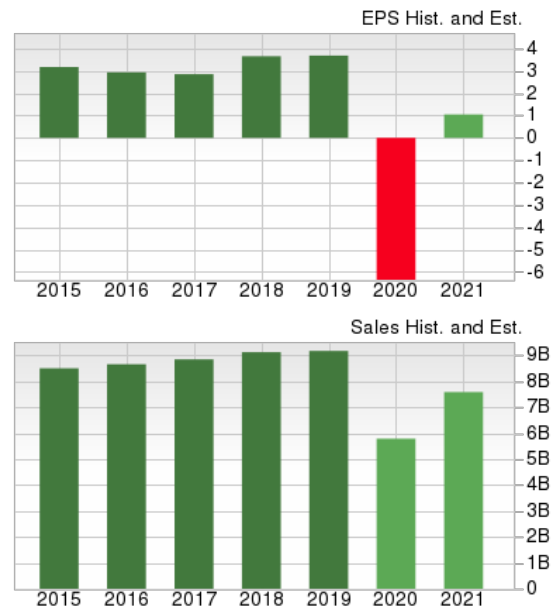
Avis Budget mainly generates revenues from vehicle rental operations. These include time & mileage fees charged to our customers for vehicle rentals; sales of loss damage waivers and insurance and other supplemental items in conjunction with vehicle rentals; and payments from customers with respect to certain operating expenses incurred, including gasoline, vehicle licensing fees and concession fees, which provide the right to operate at airports and other locations. Additionally, the company earns revenues for royalties and associated fees from its licensees in conjunction with their vehicle rental transactions.

The company reports its operating results under two segments:

Americas: This segment (69% of 2019 revenues) consists of vehicle rental operations in North America, South America, Central America and the Caribbean, car sharing operations in certain of these markets, and licensees in the areas in which the company does not operate directly.

International: This segment (31%) consists of the company's vehicle rental operations in Europe, the Middle East, Africa, Asia and Australasia, car sharing operations in certain of these markets, and licensees in the areas in which the company does not operate directly.

As of Dec 31, 2019, Avis Budget employed approximately 30,000 worldwide.



Reasons To Buy:

▲ Avis Budget operates through distinct global brands that **focus on different market segments** and complement other brands in their respective regional markets. While Avis is a premium brand that targets corporate and upscale leisure travelers, Budget is a mid-tier brand eyeing value conscious traveler. Payless is a deep-value brand, while FranceCars, Maggiore and Apex are recognized regional brands and Zipcar offers an urban alternative to car ownership. Avis Budget's ability to cater to a wide range of mobility demands helps it expand and strengthen global foothold through organic growth.

Acquisitions, technology enhancement and fleet expansion bode well for Avis Budget.

▲ **Acquisitions** over time have allowed Avis Budget to expand its global footprint and enhance brand presence. In 2019, the company acquired several licenses, mainly in North America, in line with its strategy to re-acquire licenses to expand in locations where it operates. The company made two important acquisitions in 2018 — Turiscar Group and Morini S.p.A. While Turiscar has enabled the company to strengthen and expand presence in the Portuguese market, Morini has expanded its vehicle rental services footprint in Northern Italy.

▲ Avis Budget continues to **enhance its technology** and improve offerings. The company is consistently trying to simplify customers' online interaction to make the reservation, pick-up and return process easier and more user-friendly. Further, Avis Budget entered into partnerships with various product and technology companies to enhance user experience with mobile and technology capabilities. By virtue of its partnerships with Alphabet and Amazon, users are likely to have voice-controlled access to the Avis Budget's services via Google Assistant and Amazon Alexa enabled devices.

▲ The company remains focused on **expanding its connected vehicles fleet**. It has crossed the 200,000 connected cars mark in 2019. Avis Budget's connected car program enables customers to manage their entire rental through the Avis mobile app. Expansion of connected cars fleet allows streamlining of operations and cost reduction. It enables enhanced tracking of idle vehicles, and automated processing of cars ready to rent. Also, it facilitates real-time inventory counts, mileage management and automated maintenance notification. Moreover, the massive data generated by these vehicles related to road conditions, accident prone zones, location mapping, weather report as well as user preferences during the driving will actually be a much-prized resource for the company, which it can monetize later.

▲ Avis Budget has an impressive track record of **rewarding shareholders** through share repurchases. In 2019, the company repurchased 2.2 million shares at a cost of \$62 million. In 2018, 2017 and 2016, the company bought back shares worth \$200 million, \$210 million and \$398 million, respectively. Such moves underline the company's confidence in business and help instill investors' confidence in the stock by positively impacting earnings per share.

Reasons To Sell:

- ▼ Avis Budget currently has **no plan to pay cash dividends** on common stock. Payment of dividend in future depends on a lot of factors such as capital requirements for business, legal and regulatory requirements and covenants associated with certain debt obligations. Investors seeking cash dividends should avoid buying Avis Budget's shares. This may weigh on its share price which has declined 21.6% over the past year compared with 23% decline of the industry it belongs to.
- ▼ A major portion of the company's domestic car rental reservations come through third-party distribution channels. Consequently, it remains vulnerable to disruption and **termination of relationships** or reduction in transaction volume which may have an adverse impact on its financial condition as well as its operational results.
- ▼ Operating in the vehicle rental industry, Avis Budget faces **intense competition** from other players, mainly in terms of pricing. The company may lose rental volumes if it is unable to match up to industry pricing standards. On the other hand, an attempt to capture volumes by reducing prices may hurt its overall performance, in case of persistently high operating costs. Apart from this, pricing also depends a lot on the size of the rental fleets and supply of vehicles in the industry. If the company fails to adjust its rental fleet size in response to demand fluctuations, it may impact pricing and lead to loss of market share. Notably, the company is facing continuous pricing pressure in its international business, which in turn is weighing on revenue per day.
- ▼ The company's rental business experiences **seasonal variations**. Customer demand remains comparatively low in fall and winter seasons and high during the spring and summer vacation periods in most of the countries in which Avis Budget operates. The company changes its fleet size during the course of a year to manage these seasonal variations. Seasonality causes considerable fluctuations in revenues and profits and makes forecasting difficult.
- ▼ Avis Budget has a **debt-laden balance sheet**. Total debt at the end of first-quarter 2020 was \$17.7 billion, up from \$16.6 billion at the end of the prior quarter. Total debt to total capital ratio of 0.98 is higher than the industry's 0.6 and the previous quarter's 0.96. An increase in debt to capitalization ratio indicates higher risk of insolvency in challenging times. Further, the company's cash and cash equivalent of \$679 million at the end of the first quarter was well below this debt level, underscoring that the company doesn't have enough cash to meet this debt burden. The cash level, however, can meet the short-term debt of \$118 million.

Inability to pay dividends, high competition and seasonality of business are headwinds for Avis budget.

Last Earnings Report

Avis Budget Surpasses Q1 Earnings and Revenues Estimates

Avis Budget reported first-quarter 2020 adjusted loss of \$1.40 per share, narrower than Zacks Consensus Estimate loss of \$1.91 but wider than loss of 78 cents in the year-ago quarter.

Total revenues of \$1.75 billion outpaced the consensus estimate by 0.9% but declined 8.7% year over year due to 7% decrease in rental days and a 1% decrease in revenues per day.

Revenues by Segment

Americas segment revenues of \$1.26 billion decreased 5% year over year. The segment accounted for 72% of total revenues.

International segment revenues of \$496 million went down 16% year over year. The segment contributed 28% to total revenues.

Profitability

Adjusted EBITDA loss was \$87 million compared with a loss of \$1 million in the prior-year quarter.

Adjusted EBITDA loss for Americas was \$30 million against a gain of \$35 million in the prior-year quarter. Internationally, adjusted EBITDA loss was \$40 million, compared with a loss of \$21 million in the prior-year quarter.

Balance Sheet and Cash Flow

Avis Budget exited first-quarter 2020 with cash and cash equivalents of \$679 million compared with \$686 million at the end of the prior quarter. Corporate debt was \$3.51 billion compared with \$3.44 billion at the end of the prior quarter.

The company generated \$370 million of cash from operating activities in the reported quarter. Adjusted free cash flow totaled \$81 million and capital expenditure was \$49 million. The company repurchased shares worth \$118 million in the reported quarter.

2020 Guidance

Revenues in April and May are expected to be around 80% lower, with a gradual recovery in June and improvement thereafter, considering that shelter-in-place restrictions get lifted and leisure travel resumes.

Quarter Ending 03/2020

Report Date	May 04, 2020
Sales Surprise	0.89%
EPS Surprise	26.70%
Quarterly EPS	-1.40
Annual EPS (TTM)	3.08

Recent News

On **May 13, 2020**, Avis Budget's subsidiary Zipcar announced the launch of Instant Access, which is expected to allow new members access a car through a smartphone and drive within minutes of joining, providing on-demand flexibility for essential trips.

Valuation

Avis Budget shares are down 26.5% in the year-to-date period and 21.6% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Business Services sector are down 23.8% and 2.8% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry is down 23% while the sector is up 3.3%.

The S&P 500 index is down 4.4% in the year-to-date period but up 9.9% in the past year.

The stock is currently trading at 6.41X forward 12-month price-to-earnings, which compares to 23.33X for the Zacks sub-industry, 29.49X for the Zacks sector and 22.11X for the S&P 500 index.

Over the past five years, the stock has traded as high as 16.75X and as low as 21.81X, with a 5-year median of 9.31X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$27.00 price target reflects 6.92X price-to-earnings.

The table below shows summary valuation data for CAR

Valuation Multiples - CAR					
		Stock	Sub-Industry	Sector	S&P 500
P/E F 12M	Current	6.41	23.33	29.49	22.11
	5-Year High	16.75	32.95	29.49	22.11
	5-Year Low	21.81	10.5	18.68	15.23
	5-Year Median	9.31	24.58	20.73	17.49
P/S F 12M	Current	0.25	0.42	4.02	3.44
	5-Year High	0.62	0.73	4.02	3.44
	5-Year Low	0.06	0.34	3.05	2.53
	5-Year Median	0.3	0.51	3.57	3.02
P/B TTM	Current	5.65	1.08	4.34	4.18
	5-Year High	21.88	4.09	6.68	4.56
	5-Year Low	0.88	0.66	3.2	2.83
	5-Year Median	7.17	2.23	5.18	3.66

As of 06/02/2020

Industry Analysis Zacks Industry Rank: Top 48% (121 out of 253)



Top Peers

Company (Ticker)	Rec	Rank
HyreCar Inc. (HYRE)	Outperform	2
CAPITA PLC (CTAGY)	Neutral	3
Healthcare Services Group, Inc. (HCSG)	Neutral	3
Hertz Global Holdings, Inc (HTZ)	Neutral	4
J.B. Hunt Transport Services, Inc. (JBHT)	Neutral	3
Mitie Group PLC. (MITFY)	Neutral	3
Ryder System, Inc. (R)	Neutral	3
Worley Limited (WYGPY)	Neutral	3

Industry Comparison Industry: Business - Services				Industry Peers		
	CAR	X Industry	S&P 500	HTZ	JBHT	R
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	4	3	3
VGM Score	C	-	-	B	B	A
Market Cap	1.65 B	215.70 M	22.11 B	121.15 M	12.42 B	1.98 B
# of Analysts	5	2	14	4	10	6
Dividend Yield	0.00%	0.00%	1.93%	0.00%	0.92%	6.09%
Value Score	A	-	-	A	B	A
Cash/Price	0.45	0.25	0.06	9.92	0.00	0.22
EV/EBITDA	4.66	5.72	12.69	5.00	11.08	4.08
PEG Ratio	NA	2.96	2.98	NA	1.84	NA
Price/Book (P/B)	5.65	2.12	3.07	0.08	5.44	0.88
Price/Cash Flow (P/CF)	0.51	9.41	11.86	0.04	12.18	0.88
P/E (F1)	NA	20.96	21.79	NA	27.57	NA
Price/Sales (P/S)	0.18	0.47	2.29	0.01	1.33	0.22
Earnings Yield	-26.77%	3.64%	4.39%	-716.47%	3.63%	-4.27%
Debt/Equity	60.25	0.60	0.76	13.81	0.57	3.26
Cash Flow (\$/share)	46.65	1.14	7.01	22.61	9.67	41.99
Growth Score	D	-	-	C	B	B
Hist. EPS Growth (3-5 yrs)	5.79%	10.12%	10.87%	NA	11.64%	-6.34%
Proj. EPS Growth (F1/F0)	-272.45%	-4.91%	-10.74%	-522.92%	-12.64%	-255.61%
Curr. Cash Flow Growth	35.37%	4.41%	5.48%	14.79%	-2.99%	25.93%
Hist. Cash Flow Growth (3-5 yrs)	7.65%	6.71%	8.55%	3.24%	9.02%	9.98%
Current Ratio	0.85	1.28	1.29	2.19	1.54	0.85
Debt/Capital	98.37%	49.37%	44.75%	93.25%	36.34%	76.55%
Net Margin	2.61%	0.21%	10.59%	-2.78%	5.71%	-2.01%
Return on Equity	51.68%	8.33%	16.29%	-0.12%	24.76%	5.32%
Sales/Assets	0.38	0.97	0.55	0.37	1.73	0.62
Proj. Sales Growth (F1/F0)	-36.89%	-0.70%	-2.67%	-34.87%	-1.07%	-4.58%
Momentum Score	F	-	-	F	F	F
Daily Price Chg	-3.10%	0.00%	0.99%	-4.21%	1.92%	4.01%
1 Week Price Chg	28.77%	0.35%	4.60%	-64.79%	10.34%	10.16%
4 Week Price Chg	70.89%	10.95%	9.15%	-71.67%	16.57%	8.52%
12 Week Price Chg	7.23%	0.41%	4.65%	-89.81%	27.83%	8.11%
52 Week Price Chg	-21.61%	-19.68%	-0.30%	-94.47%	33.10%	-31.33%
20 Day Average Volume	8,261,315	35,726	2,486,038	48,104,156	717,615	761,973
(F1) EPS Est 1 week change	3.26%	0.00%	0.00%	5.91%	0.00%	0.00%
(F1) EPS Est 4 week change	-10.25%	0.00%	-0.33%	-66.76%	-0.05%	-88.22%
(F1) EPS Est 12 week change	-255.08%	-15.46%	-16.13%	-515.42%	-23.77%	-226.75%
(Q1) EPS Est Mthly Chg	-22.09%	-11.77%	-0.55%	-88.73%	-1.76%	-45.67%

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.

Zacks Style Scores

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

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

Value Score	A
Growth Score	D
Momentum Score	F
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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