Jun 25, 2021

Cummins Inc. (CMI)

$239.11 (As of 06/24/21)

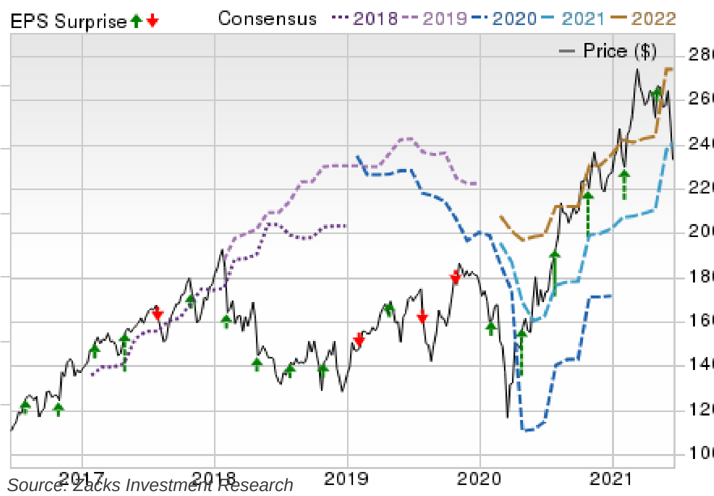
Price Target (6-12 Months): **$275.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 05/06/21) Prior Recommendation: Neutral	**Outperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**2-Buy**
	Zacks Style Scores:	VGM:A
	Value: B | Growth: A | Momentum: B	

Summary

Technology leadership, impressive product portfolio, strong geographic diversification and broad global distribution network will boost Cummins' long-term prospects. The firm's efforts to ramp up its capabilities in fuel cell and hydrogen production technology bode well. Acquisition of Hydrogenic Corp, and strategic partnerships with Daimler, NPROXX, Isuzu and Iberdrola are set to drive Cummins' prospects. On a further positive note, Cummins projects full-year 2021 revenues to be up 20-24% year over year. Healthy balance sheet and safe dividend history are other positives. Notably, the firm returned 52% of operating cash flow in the form of share repurchases and dividends in 2020 and expects the levels to surge to 75% in 2021. As such, the stock is viewed as an attractive bet at the moment.

Price, Consensus & Surprise

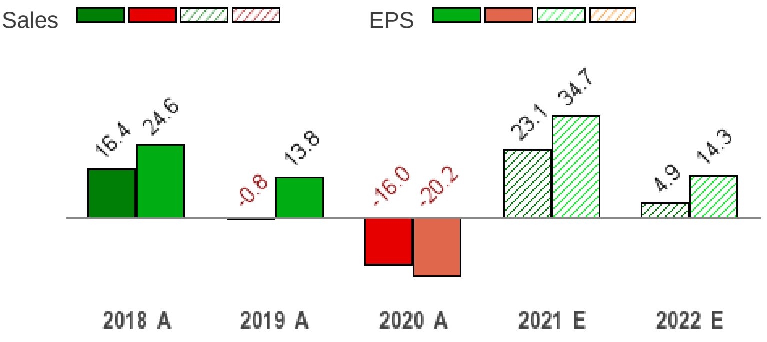


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$277.09 - $163.66**
20-Day Average Volume (Shares)	**1,058,066**
Market Cap	**$35.0 B**
Year-To-Date Price Change	**5.3%**
Beta	**1.08**
Dividend / Dividend Yield	**$5.40 / 2.3%**
Industry	**Automotive - Internal Combustion Engines**
Zacks Industry Rank	**Bottom 6% (238 out of 252)**
Last EPS Surprise	**16.8%**
Last Sales Surprise	**14.9%**
EPS F1 Estimate 4-Week Change	**0.0%**
Expected Report Date	**07/27/2021**
Earnings ESP	**0.0%**
P/E TTM	**18.5**
P/E F1	**14.8**
PEG F1	**1.8**
P/S TTM	**1.7**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	6,532 E	6,282 E	6,402 E	6,642 E	25,591 E
2021	6,092 A	6,046 E	5,945 E	6,151 E	24,389 E
2020	5,011 A	3,852 A	5,118 A	5,830 A	19,811 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	$4.82 E	$4.51 E	$4.99 E	$4.48 E	$18.50 E
2021	$4.04 A	$4.04 E	$4.11 E	$3.86 E	$16.18 E
2020	$3.18 A	$1.95 A	$3.57 A	$3.36 A	$12.01 A

*Quarterly figures may not add up to annual.

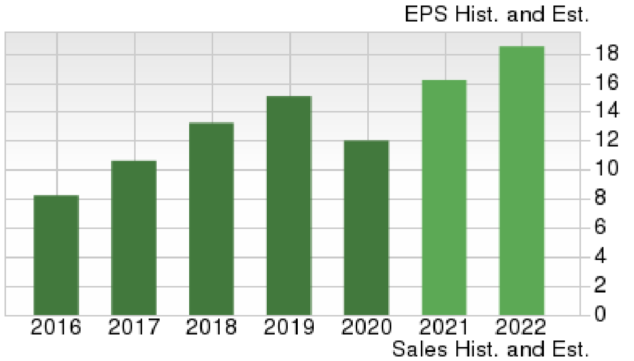
The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/24/2021. The report's text and the analyst-provided price target are as of 06/25/2021.

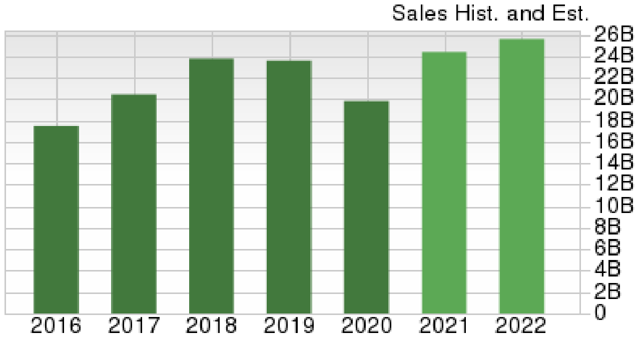
Overview

Cummins Inc. is a leading global designer, manufacturer and distributor of diesel and natural gas engines and powertrain-related component products. Powertrain components include fuel systems, turbochargers, transmissions, batteries and electrified power systems, among others. Headquartered in Columbus, IN, the company offers products to original equipment manufacturers (OEMs), distributors and dealers through a network of roughly 600 company-owned and independent distributor facilities over 9,000 dealer locations in more than 190 countries and territories. Cummins has the following five operating segments:

The Engine segment (32% of consolidated net sales in 2020) produces diesel and natural gas-based engines for on-highway and industrial markets. The engines are used in heavy and medium-duty trucks, buses, recreational vehicles, and various industrial applications such as construction, mining, agriculture, marine, oil and gas, rail, defense and agricultural markets.

The Distribution segment (29%) is the company's primary sales, service and support channel. It operates through a worldwide network of wholly owned, joint venture and independent distribution location that offer a varied range of products and services, including power generation systems, high-horsepower engines, heavy-duty and medium-duty engine.





The Components segment (24%) has five businesses namely, Emission solutions, Turbo technologies, Filtration, Electronics and fuel systems, and Automated transmissions. The systems offered by this unit support the Engine and Power Systems segments of Cummins, including aftertreatment systems, turbochargers, transmissions, filtration products, electronics and fuel systems.

The Power Systems segment (15%) sells power generators, diesel and natural gas high-horsepower engines, and AC generator or alternator products for internal consumption and external generator set assemblers. The unit is organized in Power Generation, Industrial and Generator Technologies product lines.

The New Power segment designs, manufactures, sells and supports hydrogen production systems as well as electrified power systems ranging from fully electric to hybrid along with innovative components and subsystems.

Source: Zacks Investment Research

Reasons To Buy:

Cummins' efforts and investments to ramp up its capabilities in fuel cell and hydrogen production technology bode well for long term prospects.

- Cummins is the largest engine producer in the world and maintains a diverse global footprint. Its position as a global power leader with dominant market and commitment to moving toward a carbon neutral future is commendable. Technology leadership, impressive product portfolio, strong geographic diversification and broad global distribution network will boost its long term prospects.

- The company's efforts and investments to ramp up its capabilities in fuel cell and hydrogen production technology is praiseworthy. Acquisition of Hydrogenic Corp has revved up Cummins' ability to innovate hydrogen fuel-cell technologies across commercial markets. Investment in Loop Energy and partnership with NPROXX has expanded Cummins' fuel cell and hydrogen-processing technology capabilities. Collaboration with Isuzu Motors will drive innovation in advanced diesel and other technology solutions. Partnership for the supply of medium-duty engine systems with Daimler Trucks and Bus also bode well. Cummins decision to construct one of the world's largest electrolyzer plants for the production of green hydrogen in Spain in collaboration with its partner Iberdrola augurs well for growth.

- Upbeat 2021 sales outlook is encouraging. Cummins projects full-year 2021 revenues to be up 20-24% year over year, up from the prior guidance of 10%. Encouragingly, the company has raised the revenue projections for Engine, Components and Power segments. Notably, revenues in the Engine, Distribution, Components, Power and New Power segments is expected to witness year over year growth in the band of 23-27%, 6-10%, 30-34%, 15% and 53-80.5%, respectively.

- Cummins' balance sheet strength bode well. The company's cash and cash equivalents were $2,958 million as of Apr 4, 2021, up from $1,691 million on Mar 29, 2020. While the debt levels more than doubled from the year-ago quarter levels, the leverage still stands at 29%, way lower than the auto sector's 64%.

- The firm's investor friendly moves buoy shareholder confidence. Despite coronavirus woes, Cummins raised its dividend last year, marking an annual increase in dividend for the 11th consecutive year. After tapping brakes on stock buybacks in early 2020, it resumed the same during the fourth quarter as visibility to improving demand increased. Notably, the firm returned 52% of operating cash flow in the form of share repurchases and dividends in 2020 and expects the levels to surge to 75% in 2021. Evidently, the company's return on equity (ROE) of 22% compares favorably with the sector's 6.31%, underscoring the management's efficiency to reward shareholders.

Risks

- The company's New Power segment is suffering from continuous losses amid high product and technology-related expenses. The segment incurred an operating loss of $172 million in 2020. The trend is likely to continue, hurting the margins and cash flow of the company. It should be noted that the research and development (R&D) and engineering expenses for the New Power segment is likely to increase from $109 million in 2020 to $$190-$210 million in 2021, thereby clipping margins.

- In China, the company expects domestic on-highway demand to decline from record levels a year ago. For the light-duty truck market, Cummins anticipate a 7% reduction in demand. Industry sales of excavators to decline 10% from the record levels achieved in 2020. The firm is also likely to bear the brunt of rapid increasing COVID-19 cases in India.

- Cummins expects its 2021 capex in the band of $725-$775 million, higher from $528 million spent in 2020, which will limit its cash flows. Expenses are expected to increase in the coming quarters amid launch of on-highway products that comply with emission regulation. On a discouraging note, the company projects its EBIT margin to lie in the range of 14.5%-15% of sales lower than 15.7% recorded in 2020 amid lower JV earnings in China and India as well as high launch and operating costs. Lower JV income from China takes into account the decline in truck demand in the second half of 2021 following the countrywide adoption of National Standard VI emissions regulations.

- Cummins witnessed elevated freight costs in the fourth quarter of 2020 and expects the same to continue till the first half of 2021. Additional costs associated with supply chain inefficiencies, labor shortages and logistical bottlenecks will put pressure on the firm's margins this year. The supply base is tight not just for semiconductors but also for other components, which is likely to weigh on the company's near-term performance. Additionally, tariff-related commodity costs and fluctuating foreign currencies will likely hamper Cummins' margins.

Last Earnings Report

Cummins Delivers Comprehensive Beat in Q1

Quarter Ending	03/2021
Report Date	May 04, 2021
Sales Surprise	14.87%
EPS Surprise	16.76%
Quarterly EPS	4.04
Annual EPS (TTM)	12.92

Cummins reported first-quarter 2021 earnings of $4.04 per share, surpassing the Zacks Consensus Estimate of $3.46. Higher-than-expected contributions from Engine, Components and Power Systems segments led to this outperformance. The EBITDA from the said segments came in at $354 million, $421 million and $126 million, which topped the consensus mark of $345 million, $265 million and $85 million, respectively.

The bottom line, moreover, compares favorably with the first-quarter 2020 earnings of $3.18 a share. Cummins' revenues also increased 22% year over year to $6,092 million. The reported figure also handily beat the Zacks Consensus Estimate of $5,303 million.

Key Takeaways

For the reported quarter, sales for the Engine segment went up 20% year over year to $1,895 million. The reported figure, however, missed the consensus mark of $2,235 million. The segment's EBITDA dropped to $354 million (accounting for 14.4% of sales) from the prior year's $365 million (16.9% of sales). On-highway revenues climbed 15%, and off-highway revenues increased 9%. Sales jumped 10% and 24% in North America and international markets, respectively.

Sales for the Distribution segment totaled $1,827 million, up from the $1,807 million reported in the prior-year quarter. The reported figure, nonetheless, missed the consensus mark of $1,883 million. Revenues from North America declined 6% but international sales increased 17% from the year-ago quarter. The segment's EBITDA came in at $160 million (8.7% of sales), marginally up from the previous year's $158 million (8.7% of sales). This was on account of increased demand in the power generation and engine markets, offset by declines in parts and service. The reported EBITDA figure, however, lagged the consensus mark of $180 million.

Sales for the Components segment jumped 54.6% from the prior-year quarter to $1,724 million. The reported figure, nevertheless, marginally lagged the consensus mark of $1,725 million. The segment's EBITDA was $421 million (19.6% of sales) compared with the year-ago figure of $279 million (18.6% of sales). Sales in the North America markets increased 15%, while international sales climbed 82% year over year amid higher demand in China and India.

Sales for the Power Systems segment rose 22.4% from the year-ago quarter to $612 million. The reported figure, however, trailed the consensus mark of $920 million. The segment's EBITDA increased to $126 million (12.3% of sales) from the $77 million (8.7% of sales) registered in the year-ago period. Power generation and industrial revenues rose 18% and 9%, respectively, from the prior year. Stronger demand in mining markets aided the segment's sales.

Sales for the New Power segment came in at $34 million, marking a whopping 240% rise year on year. This was chiefly driven by the surging demand in the transit and school bus markets, along with the commissioning of electrolyzer projects. The reported figure also beat the consensus mark of $24.5 million. The segment recorded EBITDA of negative $51 million amid high product and technology-related expenses.

Cummins' cash and cash equivalents were $2,958 million as of Apr 4, 2021, up from $1,691 million on Mar 29, 2020. Long-term debt totaled $3,620 million, up from $1,580 million on Mar 29, 2020.

2021 Outlook

Cummins projects full-year 2021 revenues to be up 20-24% and EBITDA in the range of 15.5-16% of sales, up from the previous guidance of 8-12% and 15-15.5%, respectively. In fact, the company anticipates returning 75% of operating cash flow to shareholders in the form of dividends and share repurchases in 2021.

Valuation

Cummins' shares are up 5.3% and 41.7% year to date and in the trailing 12-month period, respectively. Year to date, stocks in the Zacks Automotive – Internal Combustion Engines industry and the Zacks Automotive sector are up 4.8% and up 1.9%, respectively. Over the past year, the Zacks sub industry and sector are up 41% and 82.5%, respectively.

The S&P 500 index is up 13.8% and 43.3% year to date and in the past year, respectively.

The stock is currently trading at 13.92X forward 12-month earnings, which compares to 13.76X for the Zacks sub-industry, 21.75X for the Zacks sector and 21.66X for the S&P 500 index.

Over the past five years, the stock has traded as high as 21.33X and as low as 8.06X, with a 5-year median of 14.99X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $275 price target reflects 16.01X forward 12-month earnings.

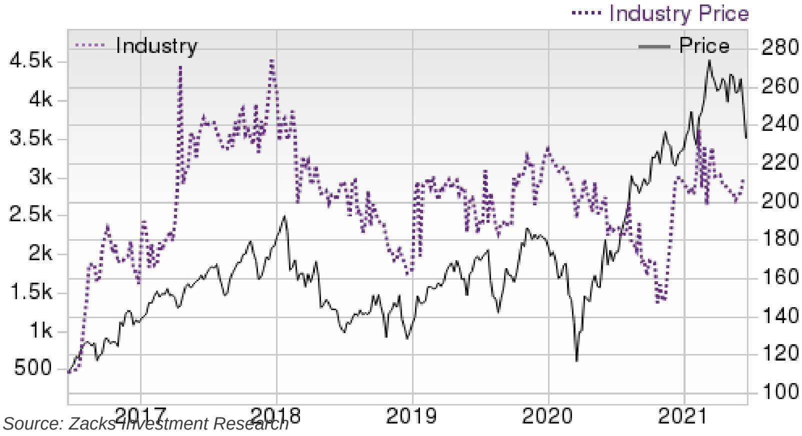
The table below shows summary valuation data for CMI:

Valuation Multiples - CMI

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	13.92	13.76	21.75	21.66
	5-Year High	21.33	19.62	27.61	23.83
	5-Year Low	8.06	8.58	8.2	15.31
	5-Year Median	14.99	15.13	10.51	18.05
EV/EBITDA TTM	Current	11.26	11.21	15.79	17.42
	5-Year High	13.88	13.88	20.1	17.74
	5-Year Low	4.66	4.66	6.97	9.63
	5-Year Median	8.25	8.25	9.67	13.47
P/S F12M	Current	1.41	1.4	1.11	4.71
	5-Year High	1.81	1.69	1.23	4.74
	5-Year Low	0.74	0.87	0.47	3.21
	5-Year Median	1.26	1.28	0.61	3.72

As of 06/24/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 6% (238 out of 252)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
American Axle & Manufacturing Holdings, Inc. **(AXL)**	Outperform	1
Daimler AG **(DDAIF)**	Outperform	2
Navistar International Corporation **(NAV)**	Outperform	1
Penske Automotive Group, Inc. **(PAG)**	Outperform	2
Allison Transmission Holdings, Inc. **(ALSN)**	Neutral	2
Mazda Motor Corporation **(MZDAY)**	Neutral	3
PACCAR Inc. **(PCAR)**	Neutral	3
Meritor, Inc. **(MTOR)**	Underperform	5

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

Industry Comparison Industry: Automotive - Internal Combustion Engines

Industry Peers

	CMI	X Industry	S&P 500	AXL	MZDAY	PCAR
Zacks Recommendation (Long Term)	Outperform	-	-	Outperform	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	1	3	3
VGM Score	A	-	-	A	A	A
Market Cap	35.04 B	8.37 B	29.99 B	1.26 B	NA	30.72 B
# of Analysts	10	9	12	5	2	8
Dividend Yield	2.26%	0.75%	1.35%	0.00%	0.00%	1.54%
Value Score	B	-	-	A	B	A
Cash/Price	0.10	0.20	0.06	0.50	NA	0.16
EV/EBITDA	11.35	1.72	17.12	32.48	NA	11.77
PEG F1	1.84	1.32	2.06	0.93	NA	1.53
P/B	3.88	2.74	4.11	3.15	0.51	2.87
P/CF	14.19	13.41	17.50	2.34	7.18	13.06
P/E F1	14.78	12.46	21.14	7.51	14.09	15.27
P/S TTM	1.68	0.98	3.40	0.26	NA	1.58
Earnings Yield	6.77%	8.30%	4.66%	13.35%	7.10%	6.54%
Debt/Equity	0.40	0.17	0.66	8.38	0.62	0.70
Cash Flow ($/share)	16.85	0.65	6.86	4.75	0.63	6.78
Growth Score	A	-	-	A	A	B
Historical EPS Growth (3-5 Years)	10.99%	10.99%	9.59%	-40.12%	-38.86%	5.67%
Projected EPS Growth (F1/F0)	34.69%	27.49%	21.79%	954.29%	900.00%	54.91%
Current Cash Flow Growth	-17.67%	-45.71%	1.02%	-25.21%	-20.36%	-32.26%
Historical Cash Flow Growth (3-5 Years)	3.01%	3.01%	7.28%	4.38%	-19.15%	-1.34%
Current Ratio	1.82	1.31	1.39	1.90	1.84	2.64
Debt/Capital	28.61%	19.98%	41.51%	89.33%	38.18%	41.24%
Net Margin	9.00%	-0.40%	12.06%	-0.45%	-1.05%	7.26%
Return on Equity	22.10%	-342.43%	16.59%	18.63%	3.22%	13.72%
Sales/Assets	0.96	1.16	0.51	0.80	0.99	0.70
Projected Sales Growth (F1/F0)	23.11%	8.70%	9.56%	17.46%	15.59%	29.92%
Momentum Score	B	-	-	D	B	B
Daily Price Change	0.47%	0.23%	0.58%	0.54%	3.80%	0.84%
1-Week Price Change	-6.80%	-6.48%	1.06%	-13.58%	-4.10%	-5.77%
4-Week Price Change	-7.75%	-0.88%	1.56%	-1.77%	7.13%	-3.16%
12-Week Price Change	-7.22%	-12.86%	6.14%	13.16%	13.32%	-3.86%
52-Week Price Change	40.89%	19.00%	38.35%	47.47%	49.34%	20.79%
20-Day Average Volume (Shares)	1,058,066	26,042	1,811,241	1,268,615	43,837	1,581,165
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%	-0.15%	0.01%	0.00%	3.23%	0.00%
EPS F1 Estimate 12-Week Change	15.77%	7.29%	3.54%	9.99%	-17.95%	1.31%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

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

Zacks Style Scores

Value Score	B
Growth Score	A
Momentum Score	B
VGM Score	A

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.

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.

Disclosures

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ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

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 mediumterm 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 mostrecent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn’t change frequently, dividend yield usually changes with a stock’s price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

S&P 500 Index: The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock’s weight in the index is proportionate to its market value.

Industry: One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every $1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

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

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

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

P/TB Ratio: The price-to-tangible-book value ratio is calculated as 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.

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.