

CNH Industrial N.V.(CNHI)

\$15.64 (As of 03/31/21)

Price Target (6-12 Months): **\$16.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 02/05/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:A

Value: A

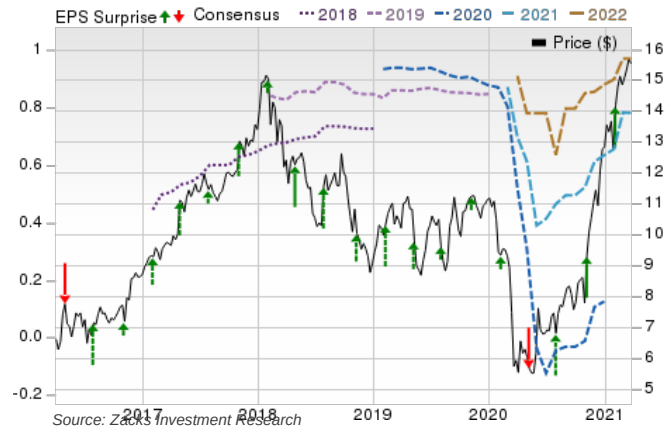
Growth: A

Momentum: D

Summary

CNH Industrial's five-year 2020-2024 business plan Transform 2 Win is expected to boost operational efficiency and streamline the portfolio. The company's strategic buyouts of Potenza Technology, K-Line Ag and ATI Inc. are bolstering prospects. Collaboration with Microsoft and Accenture will aid CNH Industrial in developing smart connected products and thereby rev up its digital capabilities. However, the firm's high debt levels play a spoilsport. Further, rising capital expenditure to develop advanced products and technologies might mar the firm's near-term margins. Notably, the company envisions free cash flow (FCF) from industrial activities for the ongoing year within \$0.4-\$0.8 billion, implying decline from \$1.9 billion recorded in 2020. As such, investors are advised to wait for a better entry point.

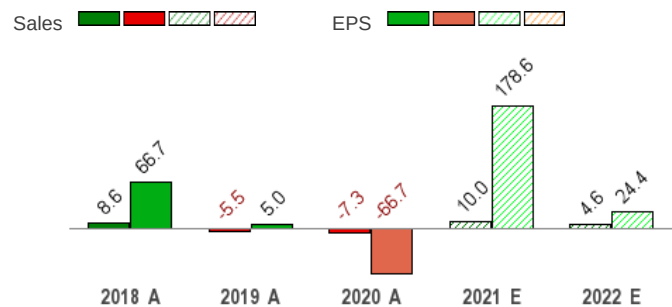
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$16.02 - \$5.26
20-Day Average Volume (Shares)	2,968,289
Market Cap	\$21.2 B
Year-To-Date Price Change	21.8%
Beta	1.76
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Automotive - Foreign
Zacks Industry Rank	Top 29% (74 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	100.0%
Last Sales Surprise	11.0%
EPS F1 Estimate 4-Week Change	-0.2%
Expected Report Date	05/05/2021
Earnings ESP	0.0%
P/E TTM	55.9
P/E F1	20.1
PEG F1	NA
P/S TTM	0.8

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					29,948 E
2021	6,620 E	6,866 E	6,623 E	7,924 E	28,640 E
2020	5,461 A	5,578 A	6,492 A	8,501 A	26,032 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.28 E	\$0.13 E	\$0.27 E	\$0.25 E	\$0.97 E
2021	\$0.16 E	\$0.14 E	\$0.22 E	\$0.17 E	\$0.78 E
2020	-\$0.06 A	-\$0.07 A	\$0.11 A	\$0.30 A	\$0.28 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 03/31/2021. The report's text and the analyst-provided price target are as of 04/01/2021.

Overview

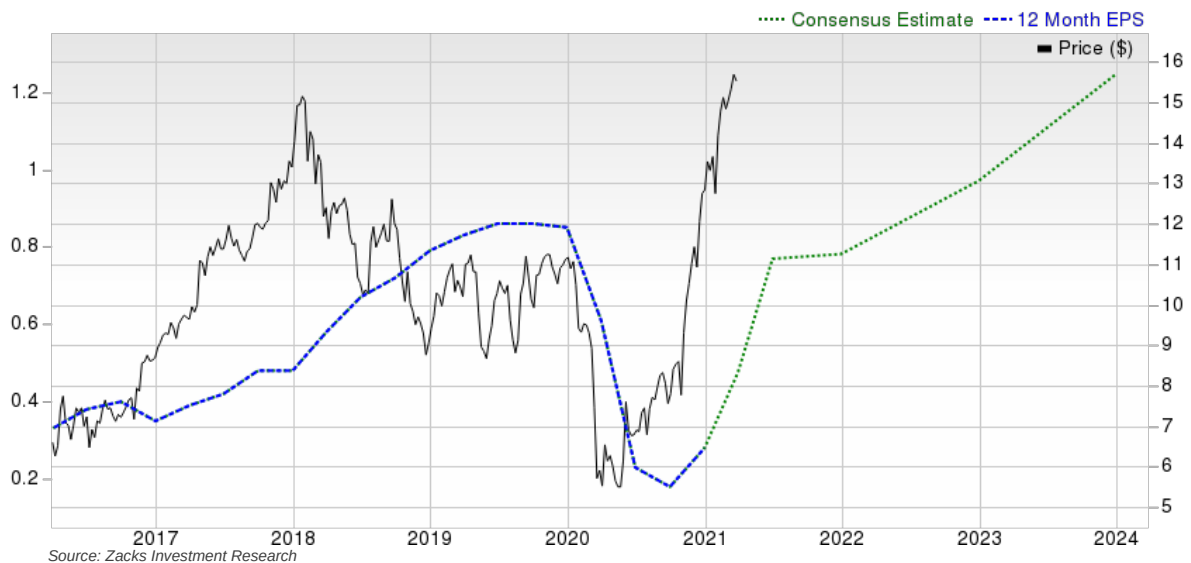
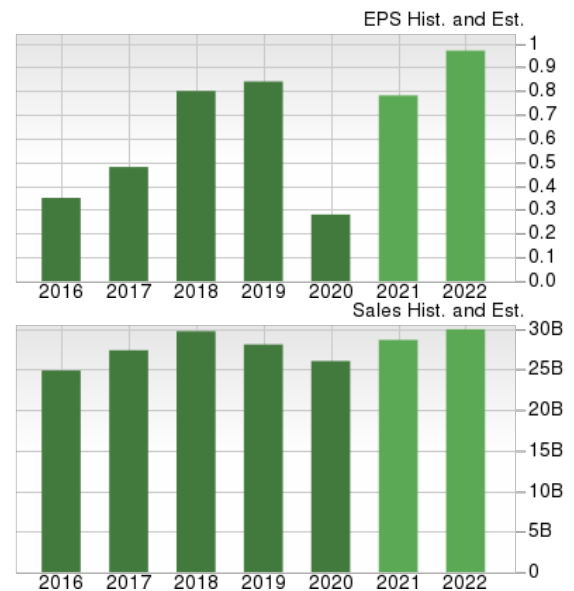
CNH Industrial N.V., with principal office in London, United Kingdom, offers vehicles for agricultural and industrial purposes. Its products range from tractors to trucks and buses, along with powertrain solutions for off and on-road, and marine vehicles. It has 12 brands that offer equipment, catering to a wide consumer base. In September 2013, the company was formed after merging Fiat Industrial S.p.A. ("Fiat Industrial") and CNH Global N.V. ("CNH Global"). It has four operating segments:

Agricultural Equipment (contributed 41.7% to net Industrial sales of 2020): The segment engages in designing, manufacturing and distribution of farm machinery. Its products include two-wheel and four-wheel drive tractors, and crawler tractors, among others. The segment offers products under the brand names — New Holland, Case IH, with the STEYR brand in Europe and Miller brand majorly in North America. Adjusted EBIT for the segment amounted to \$880 million for the year ended December 2020.

Construction Equipment (8.3%): The segment designs, manufactures and distributes construction equipment, including excavators, graders wheel loaders, crawler dozers, backhoe loaders, compact track loaders and telehandlers. Its products are offered through Case Construction Equipment and New Holland Construction brand names, under New Holland. Pretax loss for the segment amounted to \$184 million for the year ended December 2020.

Commercial and Speciality Vehicles (36%): The segment manufactures and distributes a full range of commercial vehicles under the IVECO brand, consisting of Iveco Bus and Heuliez Bus brands. Further, firefighting and special purpose vehicles are provided under the Magirus, Iveco Astra and Iveco Defense Vehicles brands. Pretax loss for the segment amounted to \$109 million for the year ended December 2020.

Powertrain (14%): Under FPT Industrial, the segment designs, manufactures and offers engines, transmission systems and axles for on- and off-road applications. Adjusted EBIT for the segment amounted to \$233 million for the year ended December 2020.



Reasons To Buy:

- ▲ CNH Industrial's five-year 2020-2024 business plan Transform 2 Win strategic plan bodes well. Per the plan, the company is aimed at operational efficiency through targeted restructuring efforts in order to boost profits and streamline business. As part of its five-year plan, the company plans separate its 'On-Highway' and 'Off-Highway' businesses. The strategic spin-off holds the promise of unlocking significant value by maximizing focus, optimizing costs and delivering synergies.
- ▲ The company is developing several products and technologies across all segments to remain on par with the latest technological advancements and emission-control procedures. Upgraded product offerings will aid the company in achieving new business contracts. The firm's collaboration with Microsoft and Accenture will aid it in developing smart connected products through the creation of a global network of digital hubs in Brazil, Europe, India and the United States. This is expected to boost the company's digital capabilities.
- ▲ The company's strategic acquisitions bode well. CNH Industrial acquired Potenza Technology, which is expected to enhance its accelerating development of sustainable electric powertrains across a range of operating segments. ATI Inc and K-Line Ag buyouts have boosted the firm's long-term prospects. CNH Industrial's acquisition of four businesses of CEG will bolster its direct distribution network in South Africa.
- ▲ CNH Industrial expects net sales from industrial activities for 2021 to increase 8-12% year on year thanks to solid backlog. Strong momentum is expected to continue across all segments especially Agriculture Equipment and Commercial and Specialty Vehicles. Amid the encouraging scenario, the company is set to resume dividend payouts, subject to the approval of shareholders.

CNH Industrial expects net sales from industrial activities for 2021 to increase 8-12% year on year thanks to solid backlog.

Reasons To Sell:

- ▼ CNHI Industrial's high debt levels play spoilsport. The company's debt increased to \$26,053 million as of Dec 31, 2020 from \$24,854 million in the comparable period of 2019. Its total debt-to-capital ratio stands at 0.84, higher than its industry's 0.5. The high leverage restricts the firm's financial flexibility to tap onto growth opportunities.
- ▼ Bleak FCF outlook raises concern. The company envisions FCF from industrial activities for the ongoing year within \$0.4-\$0.8 billion, implying decline from \$1.9 billion recorded in 2020. Rising capital expenditure to develop advanced products and technologies might mar the firm's near-term margins. Notably, research and development (R&D) expenses are likely to scale up to 4.5% of net sales compared to 3.5% in 2020.
- ▼ The auto industry is influenced by many strong macroeconomic factors and is extremely sensitive to overall strength of the economy. With the economy not in a very good shape and rising number of coronavirus cases, customers may decide to put discretionary expenses on hold. This may cast a pall over CNH Industrial. Additionally, the current shortage of semiconductor supply that has engulfed the auto sector is likely to cause disruptions.
- ▼ CNH Industrial has a global presence, making it vulnerable to foreign-exchange volatility. Supply chain disruptions and threat of low-cost producers from China and Western competitors are other headwinds faced by the company. Meanwhile, considering the economic environment, high delinquencies may adversely impact CNH Industrial's Financial Services segment revenues and earnings, going forward. Importantly, Revenues and net income from the segment plunged 9.3% and 31% year on year in 2020.

Elevated leverage and high R&D expenses are major causes of concern for CNH Industrial.

Last Earnings Report

CNH Industrial Posts Impressive Q4 Results

CNH Industrial posted fourth-quarter 2020 adjusted earnings per share of 30 cents, increasing 50% year over year and comfortably surpassing the Zacks Consensus Estimate of 15 cents. Higher-than-anticipated revenues from industrial activities (comprising Agricultural Equipment, Construction Equipment, Commercial and Specialty vehicles, and Powertrain segments) resulted in this outperformance.

For the fourth quarter, consolidated revenues climbed 10.5% from the year-ago level to \$8,501 million and topped the consensus mark of \$7,659 million. The company's net sales for industrial activities came in at \$8,035 million, up 11.8% year on year.

Segmental Performance

For the December-end quarter, net sales in the Agricultural Equipment segment climbed 17% year over year to \$3,425 million. The metric also surpassed the Zacks Consensus Estimate of \$3,086 million. Moreover, the segment's adjusted EBIT came in at \$379 million, soaring 60.5% from the year-ago quarter on higher volumes, positive price realization, and reduced SG&A expenses.

The Construction Equipment segment's sales scaled up 6.4% year over year to \$752 million for fourth-quarter 2020. Revenues from the unit also outpaced the Zacks Consensus Estimate of \$676 million. Adjusted EBIT came in at \$10 million, up 233.3% year over year on the back of favorable volume and mix, as well as persistent focus on operational efficiency.

Revenues in Commercial and Specialty vehicles increased 9.8% year on year to \$3,290 million, beating the consensus mark of \$2,283 million. Adjusted EBIT skyrocketed from \$3 million in fourth-quarter 2019 to \$110 million for the quarter under review. This upside primarily stemmed from positive price realization and favorable product mix, especially in Europe and South America.

The Powertrain segment's quarterly revenues jumped 19.4% year over year to \$1,204 million. The reported figure also topped the consensus estimate of \$958 million. Adjusted EBIT was \$110 million, up 30.9% year over year amid lower regulatory expenses and favorable volume mix.

The Financial Services segment revenues dropped 8.7% year over year to \$485 million for the fourth quarter due to forex losses and lower average portfolio in North America. The reported figure also missed the consensus mark of \$611 million. Net income from the segment plunged 35.5% from the prior-year quarter to \$60 million.

Financial Details

CNH Industrial had cash and cash equivalents of \$8,785 million as of Dec 31, 2020 compared with \$4,875 million in the corresponding period of 2019. The company's debt increased to \$26,053 million as of Dec 31, 2020 from \$24,854 million in the comparable period of 2019. The firm had available liquidity of \$15,871 million as of Dec 31, 2020 compared with \$11,305 million in the same period last year.

CNH Industrial's cash provided by operating activities was \$2,644 million during the reported quarter compared with \$2,028 million in the prior-year period. Free cash flow (FCF) from industrial activities came in at \$2,365 million for the fourth quarter, up from \$1,711 million recorded in the prior-year period.

2021 View

CNH Industrial expects net sales from industrial activities (including currency-translation effects) for 2021 to increase 8-12% year on year. The company envisions FCF from industrial activities for the ongoing year within \$0.4-\$0.8 billion.

Quarter Ending	12/2020
Report Date	Feb 03, 2021
Sales Surprise	11.00%
EPS Surprise	100.00%
Quarterly EPS	0.30
Annual EPS (TTM)	0.28

Recent News

CNH Industrial Buys Minority Stake in Bennamann

On **Mar 26**, CNH Industrial acquired a minority stake in Bennamann Ltd. — an evolving agricultural technology company. This acquisition will result in CNH Industrial becoming Bennamann's dedicated strategic agricultural technology partner worldwide.

CNH Industrial Buys Minority Stake in Augmenta

On **Mar 23**, CNH Industrial acquired a minority stake in Augmenta, an agricultural technology company which creates real-time, camera-based system that modifies pre-owned farming equipment and automates farming operations. This acquisition will also make CNH Industrial a strategic partner in Augmenta's crop sensing and machinery automation. Also, Augmenta's technology will be available globally through CNH Industrial's AGXTEND portfolio, which is the leading platform for innovative technologies in the agricultural sector.

Valuation

CNH Industrial's shares are up 21.8% and 171.1% year to date and in the trailing 12-month period, respectively. Year to date, stocks in the Zacks Automotive – Foreign industry and the Zacks Auto-Tires-Trucks sector are down 3.5% and down 2.5%, respectively. Over the past year, the Zacks sub industry and sector are up 51.4% and 149.7%, respectively.

The S&P 500 index is up 5.7% and 58.8% year to date and in the past year, respectively.

The stock is currently trading at 18.88X forward 12-month earnings, which compares to 12.07X for the Zacks sub-industry, 22.27X for the Zacks sector and 22.35X for the S&P 500 index.

Over the past five years, the stock has traded as high as 59.4X and as low as 6.39X, with a 5-year median of 19.06X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$16 price target reflects 19.28X forward 12-month earnings per share.

The table below shows summary valuation data for CNHI:

Valuation Multiples - CNHI					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	18.88	12.07	22.27	22.35
	5-Year High	59.40	15.55	27.83	23.83
	5-Year Low	6.39	6.97	8.23	15.3
	5-Year Median	19.06	9.24	10.44	17.95
EV/EBITDA TTM	Current	10.46	8.89	18.4	17.62
	5-Year High	17.23	9.71	20.66	17.72
	5-Year Low	2.59	5.32	6.97	9.63
	5-Year Median	7.82	6.65	9.56	13.35
P/S F12M	Current	0.73	0.59	1.13	4.57
	5-Year High	0.76	0.66	1.28	4.57
	5-Year Low	0.25	0.35	0.47	3.21
	5-Year Median	0.5	0.45	0.61	3.7

As of 03/31/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 29% (74 out of 253)



Top Peers

Company (Ticker)	Rec	Rank
Daimler AG (DDAIF)	Outperform	1
Deere & Company (DE)	Outperform	2
AB Volvo (VLVLY)	Outperform	1
Caterpillar Inc. (CAT)	Neutral	2
Navistar International Corporation (NAV)	Neutral	3
Oshkosh Corporation (OSK)	Neutral	2
PACCAR Inc. (PCAR)	Neutral	3
Volkswagen AG (VWAGY)	Neutral	3

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

Industry Comparison Industry: Automotive - Foreign				Industry Peers		
	CNHI	X Industry	S&P 500	CAT	DDAIF	DE
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Outperform	Outperform
Zacks Rank (Short Term)	3	-	-	2	1	2
VGM Score	A	-	-	D	A	D
Market Cap	21.18 B	22.45 B	29.25 B	126.44 B	95.74 B	117.27 B
# of Analysts	7	1	13	11	3	11
Dividend Yield	0.00%	0.00%	1.35%	1.78%	0.00%	0.96%
Value Score	A	-	-	D	A	D
Cash/Price	0.46	0.39	0.06	0.07	0.44	0.07
EV/EBITDA	27.95	5.69	16.58	19.00	11.70	19.65
PEG F1	NA	1.02	2.39	2.43	1.12	1.23
P/B	4.23	1.23	3.96	8.22	1.40	8.33
P/CF	13.61	6.59	16.38	20.96	5.37	24.08
P/E F1	20.05	10.87	21.74	29.19	8.36	23.60
P/S TTM	0.81	0.56	3.35	3.03	0.54	3.17
Earnings Yield	4.99%	5.24%	4.54%	3.42%	11.97%	4.24%
Debt/Equity	5.22	0.22	0.66	1.69	1.58	2.33
Cash Flow (\$/share)	1.15	2.79	6.78	11.06	16.67	15.54
Growth Score	A	-	-	C	A	C
Historical EPS Growth (3-5 Years)	1.80%	-13.09%	9.39%	26.01%	-24.05%	18.72%
Projected EPS Growth (F1/F0)	179.08%	15.93%	14.55%	21.09%	176.74%	82.45%
Current Cash Flow Growth	-35.19%	-21.72%	0.44%	-31.90%	8.72%	-6.44%
Historical Cash Flow Growth (3-5 Years)	-0.87%	0.71%	7.37%	0.67%	4.06%	7.94%
Current Ratio	5.45	1.63	1.39	1.53	1.19	2.34
Debt/Capital	83.95%	23.35%	41.26%	62.83%	61.25%	69.94%
Net Margin	-1.89%	1.46%	10.59%	7.18%	2.66%	9.34%
Return on Equity	7.37%	6.38%	14.86%	22.91%	6.95%	26.71%
Sales/Assets	0.57	0.60	0.51	0.54	0.53	0.49
Projected Sales Growth (F1/F0)	10.02%	6.48%	6.95%	10.22%	13.34%	21.14%
Momentum Score	D	-	-	F	B	F
Daily Price Change	-0.95%	0.00%	-0.28%	-0.52%	0.97%	0.06%
1-Week Price Change	-1.02%	-3.42%	2.12%	1.87%	-1.25%	-0.05%
4-Week Price Change	4.48%	1.09%	4.58%	7.89%	7.65%	9.06%
12-Week Price Change	16.11%	0.00%	7.50%	19.61%	29.15%	28.85%
52-Week Price Change	174.87%	95.64%	68.92%	108.24%	227.56%	179.90%
20-Day Average Volume (Shares)	2,968,289	98,124	2,368,133	3,672,685	26,730	1,939,716
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	-1.11%	1.77%	0.00%
EPS F1 Estimate 4-Week Change	-0.18%	0.00%	0.00%	-0.59%	4.69%	-0.03%
EPS F1 Estimate 12-Week Change	23.20%	12.30%	2.21%	5.56%	25.66%	22.90%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.39%	NA	-0.02%

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

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	D
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.

Disclosures

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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 forward-looking 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 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.

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.