

Emerson Electric Co.(EMR)

\$95.05 (As of 05/07/21)

Price Target (6-12 Months): **\$101.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 04/05/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:B

Value: B

Growth: B

Momentum: A

Summary

Emerson's fiscal second-quarter earnings surpassed the Zacks Consensus Estimate by 7.8% and rose 9% year over year. The company is poised to benefit from strength across its medical, life science, food and beverage, and residential end markets. Also, its robust backlog level is likely to support its top-line performance in the quarters ahead. The company is likely to benefit from acquisitions it made over time. It is rewarding shareholders handsomely through dividends and share buybacks. The company intends to repurchase \$0.5-\$1 billion of shares in fiscal 2021. Its shares have outperformed the industry in the past three months. However, escalating costs and expenses are a major concern for the company. Also, high debt levels can increase Emerson's financial obligations. In addition, foreign-exchange headwinds might affect its performance.

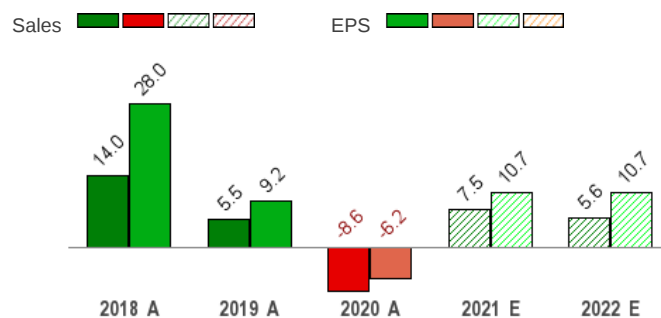
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$96.90 - \$50.03
20-Day Average Volume (Shares)	2,599,331
Market Cap	\$57.0 B
Year-To-Date Price Change	18.3%
Beta	1.55
Dividend / Dividend Yield	\$2.02 / 2.1%
Industry	Manufacturing - Electronics
Zacks Industry Rank	Top 32% (81 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	7.8%
Last Sales Surprise	1.7%
EPS F1 Estimate 4-Week Change	4.7%
Expected Report Date	NA
Earnings ESP	2.3%
P/E TTM	25.7
P/E F1	24.8
PEG F1	2.5
P/S TTM	3.3

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	4,288 E	4,554 E	4,818 E	5,186 E	19,040 E
2021	4,161 A	4,431 A	4,472 E	4,957 E	18,036 E
2020	4,151 A	4,162 A	3,914 A	4,558 A	16,785 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.94 E	\$1.08 E	\$1.10 E	\$1.32 E	\$4.24 E
2021	\$0.83 A	\$0.97 A	\$0.92 E	\$1.15 E	\$3.83 E
2020	\$0.67 A	\$0.89 A	\$0.80 A	\$1.10 A	\$3.46 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 05/07/2021. The report's text and the analyst-provided price target are as of 05/10/2021.

Overview

Headquartered in St. Louis, MO, Emerson Electric Co. is a diversified global engineering and technology company, with presence in Europe, the Americas, and Asia, Middle East & Africa. It offers a wide range of products and services to customers in consumer, commercial and industrial markets.

The company reports revenues under two operating segments:

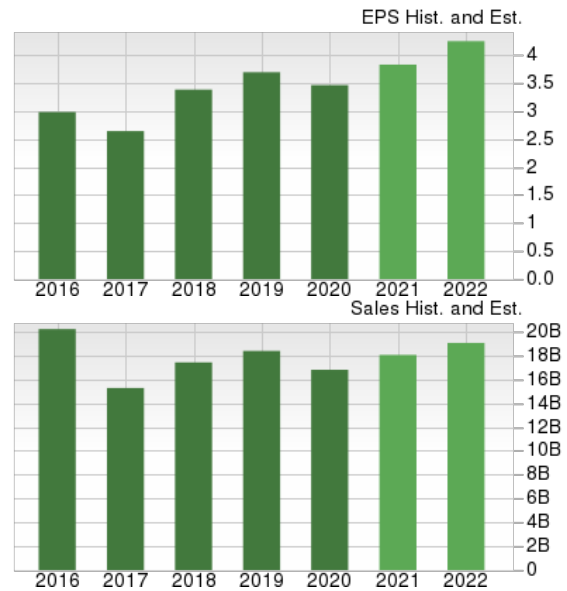
Automation Solutions (62.9% of total revenues in second-quarter fiscal 2021): The segment provides measurement and analytical instrumentation, valves, actuators and regulators, industrial solutions, and process control systems and solutions.

Notably, the segment sells its products globally through various distribution channels like network of sales representatives, direct sales force and independent distributors. Notably in the United States, half of the products are sold through a direct sales force, while the rest mainly through independent sales representatives and distributors. In Europe and Asia, the segment primarily employs a direct sales force.

Commercial and Residential Solutions (37.1%): The segment provides products and services used in commercial air conditioning, residential cooling and heating, industrial and commercial refrigeration, and cold chain management. Also, the segment offers professional tools and appliance solutions.

This segment employs a direct sales channel in an effort to distribute its products and solutions to end users and original equipment manufacturers. It also uses online retailers and independent distributor networks to market its products in various countries.

Notably, the company's two business segments feature market leading brands, consisting of differentiated products within their respective markets. The company's diverse portfolio of products includes leading brands like Aventics, Bettis, Branson, DeltaV, Copeland, Dixell and Fusite.



Reasons To Buy:

- ▲ Emerson is experiencing continued strength across its medical, life science, semiconductor, food and beverage, cold chain and residential end markets. Also, recovery in automation end markets along with robust backlog level — which was \$5.3 billion at the end of the second quarter of fiscal 2021 — at its Automation Solutions segment is likely to support its revenues in the quarters ahead. Of late, the company has been experiencing strong order levels at its Commercial & Residential Solutions and improvement of the same at the Automation Solutions segment. For fiscal 2021, the company predicts overall net sales growth of 6-9% on a year-over-year basis. On a segmental basis, net sales of Automation Solutions are likely to increase 3-5%, while that of the Commercial & Residential Solutions is projected to grow 14-16%. For the year, the company's earnings per share are predicted to be \$3.80-\$4.00, suggesting a year-over-year improvement of 12.7% at the mid-point. In the past three months, Emerson's shares have moved up 11.6% compared with the industry's growth of 2.9%. Moreover, its earnings improved 2.1% for fiscal 2021 and 2.2% for fiscal 2022 in the past seven days.
- ▲ Acquisitions have been Emerson's preferred mode of business expansion. For instance, the company's acquired business of Intelligent Platforms (acquired from General Electric Company in February 2019) has expanded its opportunities across process and discrete industries as well as hybrid markets like metals and mining, food and beverage, life sciences, and packaging. Also, the company completed the acquisition of Verdant (March 2020), a leading provider of energy management solutions. Notably, the buyout has enabled Emerson to strengthen its portfolio of thermostat and sustainability solutions for the hotel and hospitality industries, and serve a expanded customer base. In addition, its buyout of American Governor Company (April 2020) has been enabling it to boost its offerings for power customers. Further, Emerson's acquisition of Open Systems International (October 2020) will strengthen its offerings under the Automation Solutions segment. Its buyout of Progea Group (October 2020) will also enhance its offerings within control and embedded software space. In addition, its acquisition of 7AC Technologies (November 2020) will enable it to boost its offerings within heating, ventilation and air conditioning space. The company used \$126 million and \$1,611 million for making acquisitions (net of cash acquired) in fiscal 2020 and in first-half fiscal 2021, respectively. Notably, it expects acquisitions to have a positive impact of 1% on sales growth in fiscal 2021.
- ▲ Strong cash flows allow Emerson to effectively deploy capital for making acquisitions, repurchasing shares and paying out dividends. For instance, in fiscal 2020 and the first half of fiscal 2021, the company generated net cash of \$3,083 million and \$1,615 million from operating activities, respectively, marking growth of 2.6% and 59.6% from their respective year-ago figures. Also, in fiscal 2020 and the first half of fiscal 2021, it repurchased shares worth \$942 million and \$78 million, respectively. Moreover, in fiscal 2020 and the first half of fiscal 2021, it made dividend disbursement of \$1,209 million and \$606 million, respectively. It is worth noting that in November 2020, it hiked the annual dividend rate by 2 cents. For fiscal 2021, the company anticipates operating cash flow of \$3.3 billion and free cash flow of \$2.7 billion. In addition, it intends to repurchase \$0.5-\$1 billion of shares in fiscal 2021.

Emerson's dominant position in key markets and acquired assets are likely to drive its competency in the long run. Also, strong cash flows are likely to be beneficial.

Reasons To Sell:

- ▼ Emerson is currently dealing with rising costs and expenses. For instance, in the last five fiscal years (2016-2020), the company's cost of sales recorded an increase of 3.4% (CAGR). Also, over the same time frame, its selling, general & administrative costs jumped 2.9% (CAGR). Notably, in the fiscal second quarter, its cost of sales and selling, general & administrative costs jumped 6.5% and 7.2%, respectively. We believe, if unchecked, higher costs and operating expenses will continue affecting its margins and profitability in the quarters ahead.
- ▼ Emerson's long-term debt in the last five fiscal years (2016-2020) increased 9.3% (CAGR). At the end of fiscal second quarter, the company's long-term debt was \$5,823 million, up 47% on a year-over-year basis. Moreover, we find the company more leveraged than the industry. Notably, the stock's long-term debt-to-capital ratio is 0.39, higher than the industry's 0.27. High-debt levels can increase the company's financial obligations and prove detrimental to its profitability.
- ▼ Emerson's operations are spread across the world, the majority of which are outside the United States. Therefore, the company is exposed to global economic and political risks as well as unfavorable movements in foreign currencies. Fluctuations in foreign exchange rates may affect the company's top line in the quarters ahead.

Escalating costs and expenses, along with high debt level, remain concerning for Emerson.

Last Earnings Report

Emerson Electric Q2 Earnings & Revenues Beat Estimates

Emerson Electric's second-quarter fiscal 2021 (ended Mar 31, 2021) adjusted earnings of 97 cents per share beat the Zacks Consensus Estimate of 90 cents. On a year-over-year basis, the bottom line improved 9%.

Inside the Headlines

Emerson's net sales were \$4,431 million in the quarter, reflecting an increase of 6% from the year-ago quarter. Underlying sales were up 2%, while acquired assets and currency translation had 1% and 3% of positive impacts on sales, respectively. Also, the top line beat the Zacks Consensus Estimate of \$4,358 million.

The company reports net sales under two segments — **Automation Solutions** and **Commercial & Residential Solutions**. Fiscal second-quarter segmental results are briefly discussed below:

Automation Solutions' net sales were \$2,793 million, increasing 3% year over year. Underlying sales of the segment declined 2%. Commercial & Residential Solutions generated net sales of \$1,645 million in the fiscal second quarter, up 13% year over year. Underlying sales were up 11%. Under the segment, Climate Technologies' sales increased 13.1% to \$1,160 million, and that from Tools & Home Products jumped 12.3% to \$485 million.

Gross Margin

In the quarter under review, Emerson's cost of sales increased 6.5% year over year to \$2,569 million. It represented 58% of net sales compared with 57.9% in the year-ago quarter. Gross margin was 42%, down 10 basis points. Selling, general and administrative (SG&A) expenses increased 7.2% to \$1,054 million. As a percentage of sales, SG&A expenses were 23.8% compared with 23.6% in the year-ago quarter.

Balance Sheet and Cash Flow

Exiting second-quarter fiscal 2021, Emerson had cash and cash equivalents of \$2,342 million, down from \$2,583 million at the year-ago quarter. Long-term debt balance increased 47% to \$5,823 million. During the first six months of fiscal 2021, the company repaid debts of \$301 million.

In the first half of fiscal 2021, it generated net cash of \$1,615 million from operating activities, reflecting an increase of 59.6% from the year ago period. Capital expenditure was \$222 million, down from \$225 million.

During the first six months of fiscal 2021, the company paid out dividends amounting to \$606 million and repurchased shares worth \$78 million.

Outlook

For fiscal 2021 (ending September 2021), it anticipates net sales growth of 6-9%. Underlying sales are expected to grow in the range of 3-6%.

Adjusted earnings per share are predicted to be \$3.90 for fiscal 2021.

Emerson expects Automation Solutions' net sales to grow in the range of 3-5%, while Commercial & Residential Solutions' net sales are projected to increase 14-16%.

Notably, the company anticipates continued improvement in the demand environment in the fiscal third quarter and ahead.

Quarter Ending **03/2021**

Report Date	May 05, 2021
Sales Surprise	1.69%
EPS Surprise	7.78%
Quarterly EPS	0.97
Annual EPS (TTM)	3.70

Recent News

On **May 4, 2021**, Emerson's board of directors approved the payout of a quarterly cash dividend of 50.5 cents to shareholders on record as of May 14, 2021. The payout will be made on Jun 10, 2021.

On **Apr 9, 2021**, Emerson announced that it would work with IMA Active on developing new strategies and software for controlling continuous manufacturing of oral solid dose pharmaceuticals.

On **Mar 9, 2021**, Emerson announced that it will work with IMA Active to develop new strategies and software for controlling continuous production of oral solid dose pharmaceuticals.

On **Mar 1, 2021**, Emerson announced the launch of its Digital Maturity Quick Index. Notably, the tool is developed to enable companies evaluate their competitiveness against competitors.

On **Feb 25, 2021**, Emerson announced about its equity investment in Fluxa. Notably, product and process-related matters of drug-development lifecycle can be easily managed by Fluxa's Process & Knowledge Management software.

On **Feb 8, 2021**, Emerson announced the introduction of TopWorx Magnetic Target Switch — a magnetic, target-actuated, barrel-style switch.

On **Feb 3, 2021**, Emerson launched its latest Lumity brand of analytics software and digital solutions for ensuring safety and integrity of food products.

Valuation

Emerson's shares are up 18.3% in the year-to-date period and increased 69.7% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 16.3%, while the Zacks Industrial Products sector is up 17.7% in the year-to-date period. Over the past year, the Zacks sub-industry and the sector are up 76.7% and 74.9%, respectively.

The S&P 500 Index has moved up 13.5% in the year-to-date period and increased 46.6% in the past year.

The stock is currently trading at 23.3x forward 12-month earnings per share, which compares to 24.98x for the Zacks sub-industry, 22.95x for the Zacks sector and 22.3x for the S&P 500 index.

Over the past five years, the stock has traded as high as 25.04x and as low as 10.26x, with a 5-year median of 20.11x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$101 price target reflects 24.75x forward 12-month earnings per share.

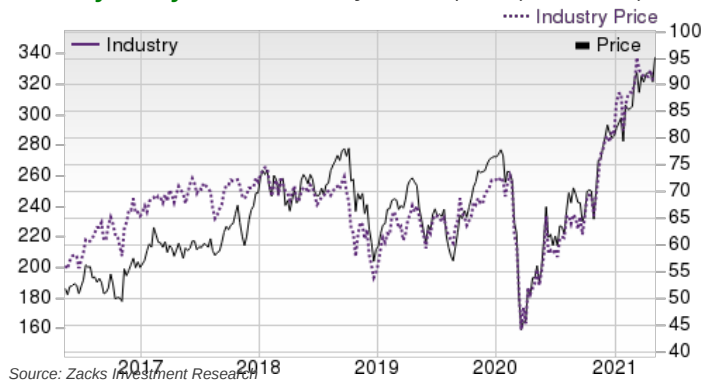
The table below shows summary valuation data for EMR.

Valuation Multiples - EMR					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	23.3	24.98	22.95	22.3
	5-Year High	25.04	26.47	23.58	23.83
	5-Year Low	10.26	13.62	12.65	15.3
	5-Year Median	20.11	18.36	18.14	18.01
P/Sales F12M	Current	3.06	3.67	3.61	4.77
	5-Year High	3.06	3.67	3.61	4.77
	5-Year Low	1.28	1.6	1.61	3.21
	5-Year Median	2.38	2.16	2.11	3.71

As of 05/07/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 32% (81 out of 254)



Top Peers

Company (Ticker)	Rec	Rank
ABB Ltd (ABB)	Neutral	3
A. O. Smith Corporation (AOS)	Neutral	2
Energysys (ENS)	Neutral	3
Eaton Corporation, PLC (ETN)	Neutral	2
Kone Oyj Un-sponsored ADR (KNYJY)	Neutral	3
Murata Manufacturing Inc. (MRAAY)	Neutral	3
Regal Beloit Corporation (RBC)	Neutral	3
Schneider Electric SE (SBGSY)	Neutral	2

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

Industry Comparison Industry: Manufacturing - Electronics				Industry Peers		
	EMR	X Industry	S&P 500	ETN	KNYJY	MRAAY
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	2	3	3
VGM Score	B	-	-	C	B	C
Market Cap	57.00 B	3.97 B	30.63 B	58.79 B	42.98 B	54.47 B
# of Analysts	10	4	12	9	1	1
Dividend Yield	2.13%	0.40%	1.26%	2.06%	1.86%	0.89%
Value Score	B	-	-	D	C	B
Cash/Price	0.04	0.06	0.06	0.02	0.01	0.07
EV/EBITDA	18.12	18.48	17.54	24.53	25.05	14.35
PEG F1	2.57	2.13	2.28	2.20	NA	NA
P/B	6.21	3.37	4.19	3.91	11.77	3.14
P/CF	19.24	24.02	17.95	23.30	31.93	17.38
P/E F1	25.23	24.84	22.25	24.17	36.07	17.99
P/S TTM	3.34	3.15	3.58	3.31	3.66	4.48
Earnings Yield	4.03%	3.79%	4.41%	4.14%	2.77%	5.56%
Debt/Equity	0.63	0.09	0.66	0.58	0.08	0.08
Cash Flow (\$/share)	4.94	1.73	6.78	6.33	1.30	1.16
Growth Score	B	-	-	C	A	C
Historical EPS Growth (3-5 Years)	6.06%	4.14%	9.70%	4.50%	NA	NA
Projected EPS Growth (F1/F0)	10.58%	32.42%	19.04%	43.92%	11.65%	53.42%
Current Cash Flow Growth	-5.22%	-4.05%	0.61%	-22.79%	2.44%	-0.69%
Historical Cash Flow Growth (3-5 Years)	1.59%	2.98%	7.37%	-2.97%	NA	7.14%
Current Ratio	1.26	2.36	1.39	1.51	1.25	3.61
Debt/Capital	38.81%	8.62%	41.55%	36.60%	7.09%	7.68%
Net Margin	12.47%	5.86%	11.70%	8.05%	9.76%	16.42%
Return on Equity	25.84%	9.67%	15.91%	12.55%	34.28%	12.24%
Sales/Assets	0.74	0.70	0.50	0.56	1.19	0.56
Projected Sales Growth (F1/F0)	7.45%	9.11%	8.70%	4.18%	9.11%	16.01%
Momentum Score	A	-	-	A	D	D
Daily Price Change	1.42%	0.55%	0.81%	0.74%	1.87%	0.55%
1-Week Price Change	-2.13%	-1.48%	0.07%	-0.03%	-10.73%	-3.63%
4-Week Price Change	4.40%	0.69%	5.53%	5.45%	-1.41%	-4.28%
12-Week Price Change	11.61%	0.41%	12.97%	19.42%	0.46%	-12.47%
52-Week Price Change	72.00%	83.80%	56.91%	83.80%	36.76%	42.71%
20-Day Average Volume (Shares)	2,599,331	157,984	1,836,001	1,747,638	16,102	157,984
EPS F1 Estimate 1-Week Change	4.39%	0.00%	0.00%	9.68%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	4.70%	0.44%	1.21%	9.85%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	4.61%	4.12%	2.56%	10.54%	0.00%	0.00%
EPS Q1 Estimate Monthly Change	1.55%	0.94%	0.99%	17.34%	NA	NA

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	B
Growth Score	B
Momentum Score	A
VGM Score	B

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

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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 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.