

## EnerSys(ENS)

**\$61.07** (As of 04/29/20)

Price Target (6-12 Months): **\$51.00**

Long Term: 6-12 Months

**Zacks Recommendation:** Underperform

(Since: 04/08/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

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

**4-Sell**

Zacks Style Scores:

VGM:B

Value: B

Growth: B

Momentum: C

## Summary

EnerSys' shares have underperformed the industry over the past year. In the wake of the coronavirus outbreak, the company recently withdrew its projections for the fourth quarter of fiscal 2020. It expects the pandemic to hurt its operations, especially in Washington and Pennsylvania. Also, rise in debt levels can increase the company's financial obligations. Notably, we find the company more leveraged than the industry. In addition, given its extensive geographic presence, its business is exposed to geopolitical risks and headwinds arising from unfavorable foreign exchange movements. Further, the company's earnings estimates have been lowered by 4% for fiscal 2020 and decreased by 33.7% for fiscal 2021 in the past 30 days. However, we believe that a solid product portfolio and any new offerings might aid the company.

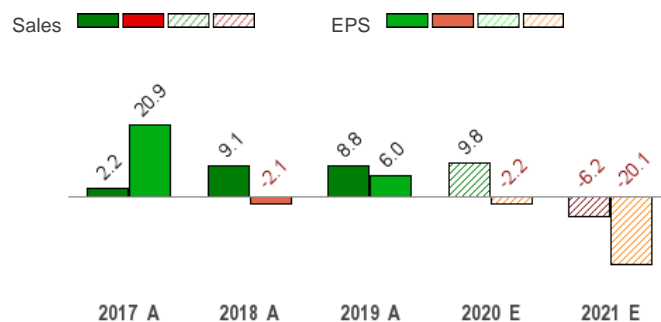
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	<b>\$78.97 - \$35.21</b>
20 Day Average Volume (sh)	<b>253,120</b>
Market Cap	<b>\$2.6 B</b>
YTD Price Change	<b>-18.4%</b>
Beta	<b>1.59</b>
Dividend / Div Yld	<b>\$0.70 / 1.1%</b>
Industry	<a href="#">Manufacturing - Electronics</a>
Zacks Industry Rank	<b>Bottom 34% (166 out of 253)</b>

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



Last EPS Surprise	<b>-8.0%</b>
Last Sales Surprise	<b>-2.6%</b>
EPS F1 Est- 4 week change	<b>-33.8%</b>
Expected Report Date	<b>05/21/2020</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>12.2</b>
P/E F1	<b>15.9</b>
PEG F1	<b>1.6</b>
P/S TTM	<b>0.8</b>

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	604 E	681 E	773 E	833 E	2,892 E
2020	780 A	762 A	764 A	778 E	3,084 E
2019	671 A	661 A	680 A	797 A	2,808 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.45 E	\$0.84 E	\$1.13 E	\$1.44 E	\$3.85 E
2020	\$1.30 A	\$1.23 A	\$1.04 A	\$1.25 E	\$4.82 E
2019	\$1.17 A	\$1.17 A	\$1.17 A	\$1.43 A	\$4.93 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 04/29/2020. The reports text is as of 04/30/2020.

## Overview

Headquartered in Pennsylvania, EnerSys engages in manufacturing, marketing and distribution of various industrial batteries. Additionally, the company develops battery chargers and accessories, power equipment and outdoor cabinet enclosures. This apart, it provides support services for clients.

EnerSys' products are marketed to over 10,000 customers worldwide across more than 100 countries via a robust network of distributors, independent representatives and its own sales force. Geographically, the company operates across three regions segments, namely, Americas (including North and South America), Europe, the Middle East and Africa ("EMEA"), and Asia (Asia, Australia and Oceania).

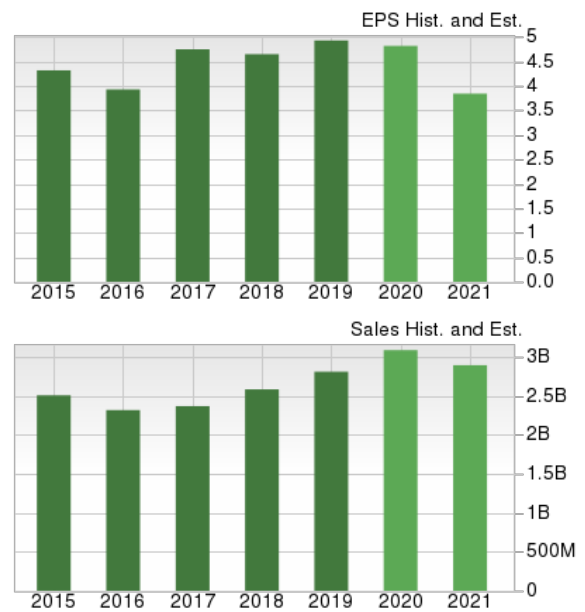
EnerSys has two product lines:

**Reserve power products** (58.7% of total revenues in third-quarter of fiscal 2020): These products are used to provide backup power for operation of critical applications deployed in telecommunications systems, "UPS" applications for computer and computer-controlled systems, large-scale energy storage, energy pipelines and commercial aircrafts, to name a few. Also, this product line includes thermally managed cabinets, and "enclosures" for various electronic equipment and batteries.

These products are sold to both global and regional customers.

Moreover, the company's aerospace and defense products are sold to governments of developed countries like the United States, Germany and the UK, and also to premium defense and aviation original equipment manufacturers ("OEMs") worldwide.

**Motive power products** (41.3%): These products are used for powering "electric industrial forklifts" that are extensively deployed in industrial applications like manufacturing, warehousing and other material handling activities. These products are also used in mining equipment and rail equipment. Other customers include OEMs and end-users like distributors, retailers, airports and mine operators.



---

## Reasons To Sell:

- ▼ In the past six months, EnerSys' shares have lost 12.3% compared with the industry's decline of 11.4%. Also, the company's earnings estimates have been lowered by 4% for fiscal 2020 and decreased by 33.7% for fiscal 2021 in the past 30 days. Recently, it communicated that the coronavirus outbreak is hurting its operations, especially in Washington and Pennsylvania. For now, it suspended the projections for the fourth quarter of fiscal 2020. Any forward-looking statements have been withdrawn too.
- ▼ Over time, EnerSys has been making multiple investments to boost growth. Although the company's investments hold good for long-term growth, high capital expenditure incurred will negatively impact its short-term liquidity. Notably, it has been making significant investments for expanding the TPPL manufacturing capability for its NorthStar facilities. High capital expenditure might put pressure on the company's profitability in the near term. Additionally, rising cost of sales and exposure to fluctuations in commodity prices might concern the company.
- ▼ A highly leveraged balance sheet can inflate EnerSys' financial obligations and subsequently hurt profitability. Notably, in the last five fiscal years (2015-2019), the company's long-term debt rose 14.5% (CAGR). Also, its long-term debt (net of unamortized debt issuance costs) of \$1,088.3 million at the end of the third quarter of fiscal 2020 represented an increase of 12% from fiscal 2019 end. Moreover, we find the company more leveraged than the industry. The stock's long-term debt-to-capital is 44.3%, higher than the industry's 31.4%.
- ▼ EnerSys, which operates across diverse geographies, is exposed to uncertainty in the global macroeconomic environment, especially related to politics, labor market and economic instability. Also, unfavorable movements in foreign currencies have been hurting its performance. For instance, forex woes had an adverse impact of 2% and 1% on revenues in the second and third quarters of fiscal 2020, respectively.

EnerSys is exposed to the adverse impacts of the coronavirus outbreak and has withdrawn fourth-quarter projections. High costs and debts as well as international exposure can create difficulties.

---

## Risks

- In the third quarter of fiscal 2020, EnerSys' top line recorded growth of 12.3% on a year-over-year basis. The improvement was driven by contribution from acquisitions and strong performance of the Americas segment. Strength in the transportation business, owing to growing popularity for the ODYSSEY brand, and solid demand for NexSys TPPL products aided the results. We believe that solid product portfolio (existing) and any new product offerings might be beneficial for the company.
  - Over time, EnerSys has strengthened its competency through acquisitions. In December 2018, it completed the acquisition of Alpha Technologies Group of Companies, provider of state-of-the-art energy solutions for telecom, broadband, industrial, renewable and traffic customers across the globe. The buyout aided EnerSys' product portfolio across the telecom, broadband, industrial and renewable markets. Moreover, in October 2019, the company completed the acquisition of NorthStar, which helped in enhancing its production capacities for TPPL products. Notably, these buyouts had a positive impact of 20% on the company's net sales in the third quarter of fiscal 2020. In addition, the company is actively engaged in rewarding shareholders through dividend payments and share buybacks. In the first nine months of fiscal 2020, it used \$22.3 million for paying dividends and \$34.6 million for purchasing treasury stocks. Such diligent capital deployment strategies boost shareholders' wealth.
-

## Last Earnings Report

### EnerSys Lags Q3 Earnings Estimates, Declares Dividend

EnerSys reported weaker-than-expected third-quarter fiscal 2020 (ended Dec 29, 2019) results, wherein both earnings and revenues missed estimates.

The company's adjusted earnings were \$1.04 per share, lagging the Zacks Consensus Estimate of \$1.13. Also, the bottom line declined 11.1% from the year-ago figure of \$1.17.

Quarter Ending **12/2019**

Report Date	Feb 05, 2020
Sales Surprise	-2.62%
EPS Surprise	-7.96%
Quarterly EPS	1.04
Annual EPS (TTM)	5.00

### Revenues

In the quarter, EnerSys' net sales were \$763.7 million, up 12.3% from the year-ago quarter. The improvement was driven by 20% positive impact of Alpha and NorthStar acquisitions, partially offset by 5% decrease in organic volumes, 2% decline in pricing and forex woes of 1%. However, the top line missed the Zacks Consensus Estimate of \$784 million.

Sales generated from the **reserve power** product line totaled \$448.2 million, increasing 36% year over year while that from **motive power** declined about 10% to \$315.5 million.

The company reports net sales under three segments as discussed below:

Revenues from the **Americas** (representing roughly 65.9% of the quarter's net sales) were \$503.1 million, increasing 25.1% year over year. The rise was driven by positive impact of 32% from the Alpha and NorthStar buyouts, partially offset by 4% decline in organic volume, 2% decrease in pricing and 1% adverse impact of forex woes.

Revenues from **Europe, Middle East and Africa** (26.5%) totaled \$202.3 million, declining 7.1% year over year. The decline was attributable to 9% fall in organic volumes, 2% adverse impact of forex woes, partially offset by a positive impact of 4% from the NorthStar buyout.

Revenues from **Asia** (7.6%) were \$58.3 million, down 3.2%. The decline was on account of 2% decrease in pricing and 1% adverse impact of forex woes.

### Margins Details

In the quarter, EnerSys' cost of goods sold was \$574.6 million, up 12.3% year over year. It represented 75.2% of net sales. Gross profit increased 12.6% to \$185.2 million, with margin increasing 10 basis points to 24.3%.

Operating expenses were \$132.7 million, representing 17.4% of net sales. Total operating earnings decreased 13.8% to \$43.1 million.

### Balance Sheet and Cash Flow

Exiting the third quarter of fiscal 2020, EnerSys had cash and cash equivalents of \$272.5 million compared with \$397.2 million at the end of the year-ago quarter.

During the first nine months of fiscal 2020, the company generated net cash of \$175.8 million from operating activities. Capital expenditure totaled \$60.9 million compared with \$52.7 million incurred in the year-ago period.

Concurrent with the earnings release, the company's board of directors approved a quarterly cash dividend of 17.5 cents per share to shareholders on record as of Mar 13, 2020. The payment will be made on Mar 27.

### Outlook

For the fourth quarter of fiscal 2020 (ending March 2020), EnerSys anticipates adjusted earnings of \$1.43-\$1.47 per share.

## Recent News

### Dividend

On **Mar 27, 2020**, EnerSys paid out a quarterly cash dividend of 17.5 cents per share to shareholders of record as of Mar 13, 2020.

### Withdrawal of Q4 Projections

On **Mar 24, 2020**, EnerSys announced that it is wary about the impacts of the coronavirus outbreak on its operations, especially in Washington and Pennsylvania. For now, it suspended the projections for the fourth quarter of fiscal 2020 (provided on Feb 5, 2020). Any forward-looking statements were withdrawn too.

## Valuation

EnerSys' shares are down 18.4% and 12.3% in the year-to-date and over the trailing 12-month periods, respectively. Stocks in the Zacks sub-industry and the Zacks Industrial Products sector are down 20.6% and 20% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 11.4% and 17.6%, respectively.

The S&P 500 index has declined 11.4% year to date and 2.6% in the past year.

The stock is currently trading at 14.97x forward 12-month earnings per share, which compares to 21.1x for the Zacks sub-industry, 18.39x for the Zacks sector and 20.17x for the S&P 500 index.

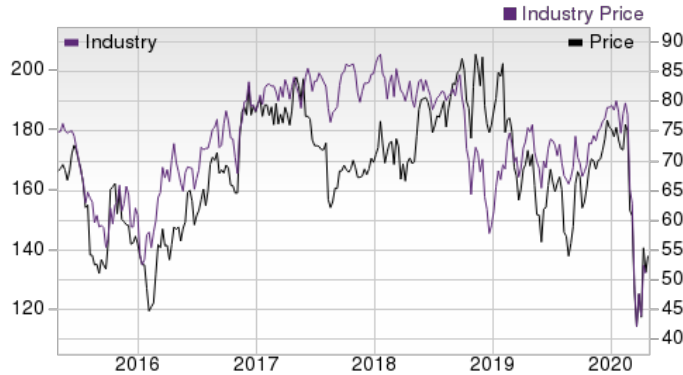
Over the past five years, the stock has traded as high as 17.17x and as low as 6.61x, with a 5-year median of 13.86x. Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$51 price target reflects 12.51x forward 12-month earnings per share.

The table below shows summary valuation data for ENS.

Valuation Multiples - ENS					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	14.97	21.1	18.39	20.17
	5-Year High	17.17	21.1	19.93	20.17
	5-Year Low	6.61	13.14	12.55	15.19
	5-Year Median	13.86	17.05	16.65	17.45
EV/EBITDA F12M	Current	6.23	16.83	16.39	12.29
	5-Year High	10.51	25.03	18.05	12.65
	5-Year Low	5.89	9.9	10.56	9.09
	5-Year Median	8.56	13.56	14.07	10.82
EV/Sales F12M	Current	1.07	2.07	2.31	2.59
	5-Year High	1.56	2.86	3.12	3.52
	5-Year Low	0.8	1.52	1.76	2.3
	5-Year Median	1.22	2.1	2.29	2.81

As of 04/29/2020

## Industry Analysis Zacks Industry Rank: Bottom 34% (166 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
AeroVironment, Inc. (AVAV)	Outperform	1
ABB Ltd (ABB)	Neutral	2
AZZ Inc. (AZZ)	Neutral	3
CenturyLink, Inc. (CTL)	Neutral	3
Eaton Corporation, PLC (ETN)	Neutral	4
Luna Innovations Incorporated (LUNA)	Neutral	3
Rexnord Corporation (RXN)	Neutral	4
T-Mobile US, Inc. (TMUS)	Underperform	5

Industry Comparison Industry: Manufacturing - Electronics				Industry Peers		
	ENS	X Industry	S&P 500	AVAV	AZZ	TMUS
Zacks Recommendation (Long Term)	Underperform	-	-	Outperform	Neutral	Underperform
Zacks Rank (Short Term)	4	-	-	1	3	5
VGM Score	B	-	-	D	A	F
Market Cap	2.58 B	1.76 B	20.82 B	1.47 B	813.70 M	76.53 B
# of Analysts	2	3.5	14		1	6
Dividend Yield	1.15%	0.20%	2.07%	0.00%	2.19%	0.00%
Value Score	B	-	-	D	A	F
Cash/Price	0.12	0.12	0.06	0.21	0.02	0.02
EV/EBITDA	12.30	9.57	12.12	20.62	8.52	9.23
PEG Ratio	1.52	2.26	2.51	1.39	NA	2.34
Price/Book (P/B)	1.89	2.09	2.74	3.00	1.25	2.65
Price/Cash Flow (P/CF)	9.54	11.66	11.23	33.88	7.93	7.58
P/E (F1)	15.15	20.62	19.26	34.64	10.96	40.90
Price/Sales (P/S)	0.83	1.65	2.16	4.60	0.77	1.70
Earnings Yield	6.30%	4.31%	5.03%	2.89%	9.13%	2.44%
Debt/Equity	0.79	0.19	0.72	0.02	0.46	1.36
Cash Flow (\$/share)	6.40	2.05	7.01	1.81	3.91	11.79
Growth Score	B	-	-	F	A	D
Hist. EPS Growth (3-5 yrs)	5.11%	5.90%	10.88%	78.84%	-11.75%	64.27%
Proj. EPS Growth (F1/F0)	-20.23%	-15.79%	-6.94%	1.72%	4.43%	-45.69%
Curr. Cash Flow Growth	8.10%	4.43%	5.92%	37.03%	18.24%	7.57%
Hist. Cash Flow Growth (3-5 yrs)	1.43%	2.26%	8.55%	14.56%	0.36%	16.70%
Current Ratio	2.56	2.17	1.23	7.56	2.27	0.74
Debt/Capital	44.28%	15.93%	43.90%	1.52%	31.33%	57.57%
Net Margin	5.06%	6.86%	11.15%	9.15%	4.54%	7.71%
Return on Equity	16.33%	9.67%	16.47%	6.62%	11.21%	14.09%
Sales/Assets	0.96	0.81	0.54	0.60	0.93	0.53
Proj. Sales Growth (F1/F0)	-6.23%	-2.61%	-1.52%	12.96%	-3.02%	65.48%
Momentum Score	C	-	-	B	A	D
Daily Price Chg	7.29%	3.22%	2.91%	4.16%	3.37%	1.56%
1 Week Price Chg	5.40%	0.44%	-1.74%	-4.94%	1.97%	-0.21%
4 Week Price Chg	38.61%	18.30%	21.33%	12.66%	18.58%	4.91%
12 Week Price Chg	-21.04%	-23.40%	-16.28%	-15.02%	-27.67%	9.19%
52 Week Price Chg	-11.42%	-11.42%	-7.57%	-10.21%	-33.75%	21.38%
20 Day Average Volume	253,120	190,481	2,658,107	188,534	208,823	5,190,397
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-33.82%	-9.42%	-6.32%	0.00%	0.00%	-51.41%
(F1) EPS Est 12 week change	-36.34%	-18.99%	-12.93%	8.59%	0.00%	-54.78%
(Q1) EPS Est Mthly Chg	-65.65%	-31.30%	-11.84%	0.00%	0.00%	-43.54%

---

## Zacks Stock Rating System

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

### Zacks Recommendation

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

### Zacks Rank

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

---

### Zacks Style Scores

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

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

Value Score	<b>B</b>
Growth Score	<b>B</b>
Momentum Score	<b>C</b>
VGM Score	<b>B</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.

---

### Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

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.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.