

FLIR Systems, Inc. (FLIR)

\$36.97 (As of 10/14/20)

Price Target (6-12 Months): **\$38.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 04/02/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

4-Sell

Zacks Style Scores:

VGM:B

Value: C

Growth: B

Momentum: A

Summary

FLIR Systems continue to innovate new products, to capture larger market shares, to compete in the diverse industries in which the company caters to. Declining cost of thermal imaging technology has been boosting its adoption, thereby enhancing FLIR Systems' growth prospects. With the rapid spread of COVID-19, the company has been steadily experiencing increased demand for its thermal cameras for use in Elevated Skin Temperature screening. However, FLIR Systems growth trajectory is likely to be hit by increased tariff on imports of steel and aluminum imposed by the U.S. administration. Its Defense Technologies segment has been experiencing administrative processing delays, owing to coronavirus impacts, which is hurting the timing of bookings and revenues. In the past year, it has underperformed the industry.

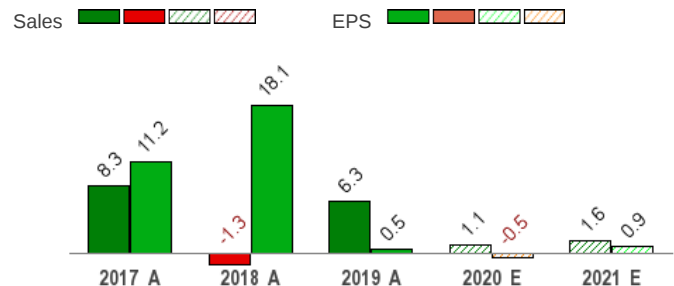
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$59.44 - \$23.85
20-Day Average Volume (Shares)	1,126,091
Market Cap	\$4.8 B
Year-To-Date Price Change	-30.3%
Beta	1.44
Dividend / Dividend Yield	\$0.68 / 1.9%
Industry	Electronics - Military
Zacks Industry Rank	Bottom 6% (231 out of 248)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	28.0%
Last Sales Surprise	0.1%
EPS F1 Estimate 4-Week Change	0.0%
Expected Report Date	10/29/2020
Earnings ESP	0.0%
P/E TTM	16.5
P/E F1	16.7
PEG F1	NA
P/S TTM	2.5

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	483 E	467 E	491 E	519 E	1,938 E
2020	451 A	482 A	471 E	506 E	1,908 E
2019	445 A	482 A	471 A	489 A	1,887 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.50 E	\$0.52 E	\$0.56 E	\$0.63 E	\$2.24 E
2020	\$0.42 A	\$0.64 A	\$0.56 E	\$0.59 E	\$2.22 E
2019	\$0.53 A	\$0.56 A	\$0.59 A	\$0.55 A	\$2.23 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 10/14/2020. The reports text is as of 10/15/2020.

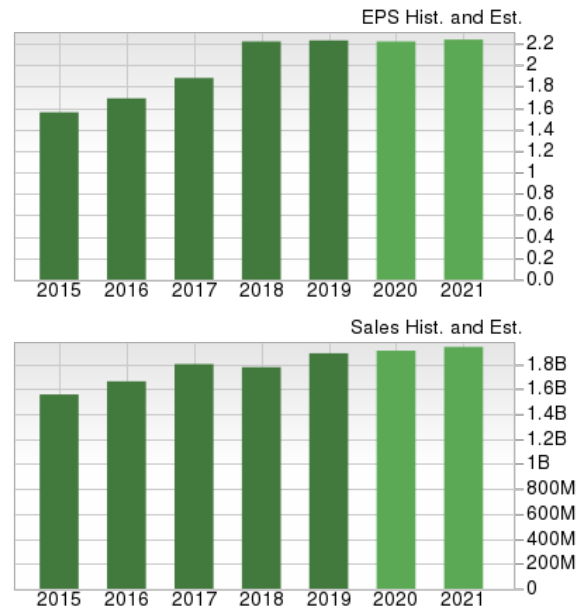
Overview

FLIR Systems, incorporated in 1978, is an Oregon-based corporation, engaged in designing, manufacturing, marketing and distributing innovative technologies like thermal imaging systems, visible-light imaging systems, locator systems, measurement and diagnostic systems, as well as advanced threat-detection solutions.

As of Jan 1, 2020, the company's realigned business segments are:

Industrial Technologies: This segment develops thermal and visible-spectrum imaging camera cores and components as well as fixed mounted visible and thermal imaging cameras and related analytics software. Its product portfolio includes thermal imaging cameras, analytics software, gas detection cameras, firefighting cameras, process automation cameras, environmental test and measurement devices, security cameras, marine electronics, and traffic cameras. It generated revenues of \$300.2 million and contributed 62% to the company's total revenues in the second quarter of 2020.

Defense Technologies: This segment develops enhanced imaging and recognition solutions for a wide variety of law enforcement agencies, sensor instruments and integrated platform solutions for the detection, identification, and suppression of chemical, biological, radiological, nuclear, and explosives (CBRNE) threats for military force protection, homeland security, and commercial applications. Its product portfolio includes airborne, land, maritime, and man-portable multi-spectrum imaging systems, radars, lasers, imaging components, integrated multi-sensor system platforms, CBRNE detectors, nano-class UAS solutions. The company also offers services related to these systems. It generated revenues of \$181.8 million and contributed 38% to the company's total revenues in the second quarter of 2020.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ Declining cost of thermal imaging technology has created opportunity to increase the adoption of thermal technology, thereby boosting growth prospects of FLIR Systems. Notably, the company offers the broadest range of infrared, also known as thermal, imaging solutions in the world. In recent times, with the rapid spread of COVID-19, the company has been steadily experiencing increased demand for its thermal cameras for use in Elevated Skin Temperature (EST) screening. Expecting a rapid increase in demand for its EST cameras in the rest of 2020, the company is reallocating internal resources, leveraging the strength of its relationships with its world-class suppliers and optimizing manufacturing capacity through investments of relatively small amounts of capital. These initiatives will allow FLIR Systems to exponentially enhance EST camera production to meet growing customer demand, which, in turn can be expected to boost its top line in the coming days.
- ▲ To compete in the diverse industries in which the company caters to, FLIR Systems continue to innovate new products, to capture larger market shares. Evidently, during the second quarter, its Industrial Technologies segment introduced FLIR C5, a new pocket portable thermal camera. This is the first in this series to offer the FLIR Ignite cloud solution, which when connected to WiFi allows professionals to directly upload, store and back up images to the cloud. The company also brought in several FLIR EST thermal cameras that have been enhanced for fast and safe, non-contact elevated skin temperature screening. FLIR Systems also launched the FLIR Screen-EST software, which is designed to work with both its existing and new EST model cameras. The software provides automatic measurement tools that increase the speed and accuracy of frontline screenings. Moreover, its Defense Technologies segment announced the Star SAFIRE 380X hardware, firmware and software update to support image-aiding features for deployed Star SAFIRE gimbaled systems, including its most broadly deployed models, the 380 HD and 380 HDc. Such innovations are expected to enhance the company's product portfolio efficiently, thereby creating growth opportunities.
- ▲ FLIR Systems has been witnessing growing opportunities within many of its core markets most notably defense. Within its Defense business unit, the company has been experiencing notable growth for unmanned systems in the recent past. In fact, amid the uncertainties posed by the coronavirus pandemic, its Defense Technologies segment continued to experienced steady demand for unmanned systems and solutions. Notably, during the second quarter, the company won a \$21 million contract from the U.S. Army to deliver the FLIR Black Hornet 3 personal reconnaissance system (PRS). It also clinched a \$10 million contract to deliver its R80D SkyRaider unmanned aerial system to the U.S. Marine Corps. Further, FLIR Systems received two separate orders from the U.S. Army and the Navy for a combined \$23.5 million to deliver more than 160 of FLIR's Centaur unmanned ground vehicles, plus related spares and accessories. All these contract wins are indicative of the strong demand that FLIR Systems' combat-proven UAVs enjoy in the defense space, thereby bolstering the company's position in the expanding global UAS market.

Systematic product innovations and increasing demand for its thermal cameras are expected to boost FLIR Systems' growth

Reasons To Sell:

▼ In January 2020, the Trump administration announced plans to expand its existing tariffs on imports of steel and aluminum, starting from Feb 8. Steel and aluminum derivatives will also come under the tariff mandate. This tariff expansion is expected to deal a heavy blow to the U.S. aerospace and defense industry, which relies heavily on imported aluminum. In 2018, when the initial tariff was imposed, the AIA had expressed concern by saying that such a tariff will raise cost and disrupt the supply chain. Now that tariffs are being imposed on derivatives as well, the growth prospects for manufacturing-oriented stocks like FLIR Systems seem bleak. In the past year, it has underperformed the industry. The company's shares have declined 32.2% in the past year, underperforming the industry's decline of 32%.

Escalating tariff on import of aluminum and unfavorable impact of coronavirus pose risk for the stock

▼ FLIR Systems' cash and cash equivalents were \$333 million at the end of second- quarter 2020, compared with \$309 million as of Mar 31, 2020. Its long-term debt was \$643 million as of Jun 30, 2020, up sequentially from \$636 million. Therefore, its long-term debt is much higher than its cash reserve, which reflects the fact that the company does not hold a very strong solvency position.

Moreover, at the end of second quarter, the company had an outstanding debt worth \$846.7 million, consisting of unsecured term loans and borrowings. The prolonged impact of COVID-19 pandemic on the global supply chain may lead to sustained economic disruption, thereby hampering global credit and financial markets. FLIR Systems fear that such possible deterioration in capital market might affect its ability to duly meet this debt obligation in time.

▼ The Defense Technologies segment experienced administrative processing delays, which impacted the timing of bookings and revenues. These trends are likely to affect the segment's results in subsequent quarters, which in turn might impact FLIR Systems' overall operational performance in the coming months. Moreover, the company has experienced and may continue to experience disruptions in its supply chain from the actions of governments or businesses intended to contain the spread of the virus, such as closing factories or other operations that produce components necessary for the company's products; quarantining individuals around major commercial hubs, and/or restricting the transportation of goods and services. Given the uncertainty surrounding the pandemic, such lingering disruptions are projected to hurt the company's operational results.

Last Earnings Report

FLIR Systems Q2 Earnings Top Estimates, Revenues Match

FLIR Systems second-quarter 2020 adjusted earnings of 64 cents per share surpassed the Zacks Consensus Estimate of 50 cents by 28%. Also, the reported figure increased 23.1% from 52 cents in the prior-year quarter.

The company reported GAAP earnings of 47 cents per share compared with 34 cents in the year-ago quarter.

Quarter Ending 06/2020

Report Date	Aug 06, 2020
Sales Surprise	0.10%
EPS Surprise	28.00%
Quarterly EPS	0.64
Annual EPS (TTM)	2.20

Total Revenues

FLIR Systems reported revenues of \$482 million in the second quarter, almost in line with the prior-year quarter's reported figure and the Zacks Consensus Estimate.

Segment Update

Segment-wise, quarterly revenues in the Industrial Technologies segment were \$300.2 million, representing an increase of 5.5% from the prior-year quarter. The increase was primarily attributable to heightened demand for EST solutions as a result of the COVID-19 pandemic.

The Industrial Technologies segment's operating income was \$107.1 million compared with \$71.6 million in the prior-year quarter.

Revenues in the Defense Technologies segment were \$181.8 million, which decreased 7.9% from the prior-year quarter. The decrease was primarily attributable to the completion of certain contracts that contributed to revenues in the prior-year quarter.

The Defense Technologies segment's operating income was \$41.2 million compared with \$45.8 million in the prior-year quarter.

Operational Statistics

The company's total operating expenses declined 10.2% year over year to \$152.4 million.

Consequently, adjusted operating income came in at \$99.81 million compared with the operating income of \$63.74 million in the second quarter of 2019.

Liquidity & Cash Flow

As of Jun 30, 2020, the company's cash and cash equivalents were \$333 million compared with \$284.6 million as of Dec 31, 2019.

Long-term debt totaled \$643.3 million, down from \$648.4 million as of Dec 31, 2019.

Cash flow from operating activities for the six months ended Jun 30, 2020, amounted to \$63.1 million, down 6.9% from \$67.8 million in the first half of 2019.

Outlook

FLIR Systems has withdrawn its previously-issued guidance for 2020 due to the uncertainties concerning the COVID-19 pandemic.

Recent News

On **Oct 8, 2020**, FLIR Systems announced four new additions to its Exx-Series of advanced thermal imaging cameras: the E96, E86, E76 and E54. Compared to predecessor Exx-Series cameras, the new cameras offer enhanced thermal resolution for more vibrant, easy-to-read images and on-camera routing capability to improve field survey efficiency. The new Exx-Series cameras are designed to help professionals detect the early signs of building issues, identify hot spots, troubleshoot electrical and mechanical systems, and prevent problems before they cause damage that leads to expensive repairs.

On **Aug 19, 2020**, FLIR Systems announced a new addition to its premium Quasar line of PTZ cameras, the FLIR Quasar 4K 31x IR PTZ. The camera offers 4K visible resolution with 31x optical zoom paired with long-range, infrared illumination (IR) for low-light coverage up to 200 meters in challenging environments.

On **Aug 17, 2020**, FLIR Systems launched the new SeaFLIR 280-HDEP, the company's latest high-performance maritime surveillance sensor system. FLIR also announced orders worth \$14.6 million from the Taiwan Coast Guard, which is acquiring the upgraded long-range visible and thermal imaging sensors for deployment across three shipbuilding programs.

Valuation

FLIR Systems' shares are down 30.3% in the year to date period and 32.2% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Aerospace sector are down 30.3% and 34.6% in the year to date period, respectively. Over the past year, the Zacks sub-industry is down 32% and the Zacks Aerospace sector witnessed a 38.1% decline.

The S&P 500 index is up 9.1% in the year to date period and 17.5% in the past year.

The stock is currently trading at 16.3X forward 12-month earnings, which compares to 16.3X for the Zacks sub-industry, 19.6X for the Zacks sector and 23.5X for the S&P 500 index.

Over the past five years, the stock has traded as high as 26.9X and as low as 11.4X, with a 5-year median of 19.7X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$38 price target reflects 17X earnings value.

The table below shows summary valuation data for FLIR

Valuation Multiples - FLIR					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	16.25	16.3	19.56	23.47
	5-Year High	26.9	25.36	20.96	23.47
	5-Year Low	11.38	13.58	14.17	15.27
	5-Year Median	19.71	18.72	17.54	17.68
P/S F12M	Current	2.47	2.35	1.63	4.21
	5-Year High	4.66	4.17	1.68	4.31
	5-Year Low	1.8	2.03	0.93	3.18
	5-Year Median	3.02	2.66	1.24	3.67
EV/EBITDA TTM	Current	9.63	9.2	15.95	15.42
	5-Year High	18.26	17.41	16.69	15.66
	5-Year Low	7.26	6.95	7.61	9.55
	5-Year Median	13.15	12.28	10.7	13.07

As of 10/13/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 6% (231 out of 248)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
AAR Corp. (AIR)	Neutral	2
AeroVironment, Inc. (AVAV)	Neutral	3
Bae Systems PLC (BAESY)	Neutral	4
Elbit Systems Ltd. (ESLT)	Neutral	3
Leidos Holdings, Inc. (LDOS)	Neutral	3
Northrop Grumman Corporation (NOC)	Neutral	2
Raytheon Technologies Corporation (RTX)	Neutral	4
Astronics Corporation (ATRO)	Underperform	4

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

Industry Comparison Industry: Electronics - Military				Industry Peers		
	FLIR	X Industry	S&P 500	AIR	BAESY	LDOS
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	2	4	3
VGM Score	B	-	-	A	A	A
Market Cap	4.76 B	18.85 M	23.57 B	703.54 M	20.28 B	12.54 B
# of Analysts	4	3	14	2	3	9
Dividend Yield	1.87%	0.00%	1.62%	0.00%	5.47%	1.54%
Value Score	C	-	-	B	B	B
Cash/Price	0.07	0.18	0.07	0.16	0.16	0.05
EV/EBITDA	13.12	15.27	13.59	10.13	NA	12.94
PEG F1	NA	NA	2.90	NA	11.13	1.51
P/B	2.71	2.13	3.55	0.79	3.48	3.54
P/CF	11.55	24.95	13.31	5.88	8.12	12.55
P/E F1	16.65	37.11	22.26	21.66	11.24	16.22
P/S TTM	2.51	1.37	2.66	0.36	NA	1.08
Earnings Yield	6.12%	3.92%	4.36%	4.62%	8.88%	6.17%
Debt/Equity	0.37	0.05	0.70	0.29	1.14	1.17
Cash Flow (\$/share)	3.14	0.39	6.93	3.39	3.10	7.03
Growth Score	B	-	-	A	A	A
Historical EPS Growth (3-5 Years)	10.54%	-0.20%	10.41%	27.26%	NA	14.85%
Projected EPS Growth (F1/F0)	-0.45%	-3.56%	-2.99%	-57.21%	9.97%	5.20%
Current Cash Flow Growth	10.47%	-14.72%	5.49%	-5.56%	8.10%	6.19%
Historical Cash Flow Growth (3-5 Years)	9.29%	-2.21%	8.51%	2.12%	-3.36%	6.45%
Current Ratio	2.03	2.76	1.35	2.72	1.07	0.89
Debt/Capital	26.87%	4.41%	42.91%	22.27%	53.28%	53.90%
Net Margin	7.42%	1.53%	10.28%	-0.75%	NA	5.26%
Return on Equity	16.45%	1.27%	14.80%	6.72%	NA	23.81%
Sales/Assets	0.60	0.94	0.51	1.05	NA	1.11
Projected Sales Growth (F1/F0)	1.09%	0.54%	-0.58%	-18.39%	17.97%	11.82%
Momentum Score	A	-	-	B	A	C
Daily Price Change	-4.45%	-0.55%	-0.99%	-3.58%	-2.66%	-1.69%
1-Week Price Change	5.75%	3.46%	4.06%	5.13%	0.85%	0.53%
4-Week Price Change	2.72%	1.36%	2.70%	7.15%	-8.16%	-0.62%
12-Week Price Change	-11.98%	15.98%	6.67%	3.96%	0.28%	-1.03%
52-Week Price Change	-32.19%	-10.99%	5.15%	-51.52%	-12.16%	7.25%
20-Day Average Volume (Shares)	1,126,091	18,886	2,058,127	380,862	142,748	861,520
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.00%	187.50%	0.15%	0.00%
EPS F1 Estimate 12-Week Change	7.25%	3.62%	3.53%	174.63%	6.83%	3.71%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	650.00%	NA	0.46%

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	C
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.

Disclosures

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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.