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Dec 03, 2020

Flowserve Corporation (FLS)

$33.55 (As of 12/02/20)

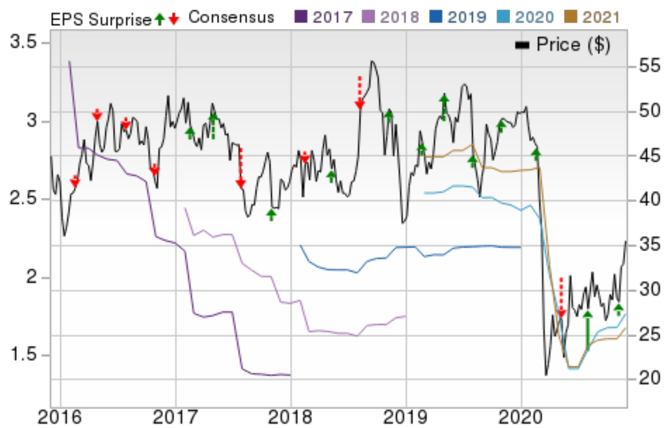
Price Target (6-12 Months): **$35.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 09/01/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: B | Growth: B | Momentum: A	**3-Hold** VGM:A

Summary

Flowserve is poised to benefit from shareholder-friendly policies, a solid liquidity position, cost-reduction program and the Flowserve 2.0 strategy. Also, the company's solid backlog of $2 billion exiting the third quarter is reflective of impressive growth opportunities. For the fourth quarter, it anticipates higher earnings, revenues and cash flow than the prior quarters of 2020. In the past three months, the company's shares have outperformed the industry. However, the coronavirus outbreak-induced market downturn and weakness in oil and gas end markets are major concerns for the company. Also, realignment expenses have been affecting its near-term financials. Forex woes might too affect the company's performance in the quarters ahead. Further, rise in debt levels can increase its financial obligations and hurt profitability.

Price, Consensus & Surprise

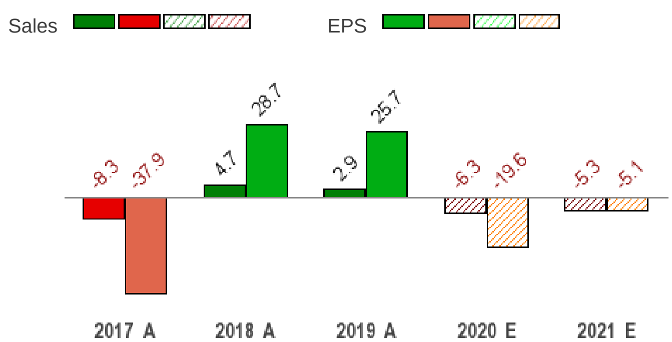


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$51.25 - $18.98**
20-Day Average Volume (Shares)	**1,125,275**
Market Cap	**$4.4 B**
Year-To-Date Price Change	**-32.6%**
Beta	**1.75**
Dividend / Dividend Yield	**$0.80 / 2.4%**
Industry	**Manufacturing - General Industrial**
Zacks Industry Rank	**Top 32% (82 out of 254)**
Last EPS Surprise	**13.6%**
Last Sales Surprise	**3.6%**
EPS F1 Estimate 4-Week Change	**5.3%**
Expected Report Date	**02/15/2021**
Earnings ESP	**-2.2%**
P/E TTM	**17.7**
P/E F1	**19.0**
PEG F1	**1.2**
P/S TTM	**1.2**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates **(millions of $)**

	Q1	Q2	Q3	Q4	Annual*
2021					3,501 E
2020	894 A	925 A	924 A	954 E	3,698 E
2019	890 A	990 A	997 A	1,068 A	3,945 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	$0.25 E	$0.39 E	$0.43 E	$0.49 E	$1.68 E
2020	$0.21 A	$0.53 A	$0.50 A	$0.54 E	$1.77 E
2019	$0.41 A	$0.54 A	$0.59 A	$0.66 A	$2.20 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 12/02/2020. The reports text is as of 12/03/2020.

Overview

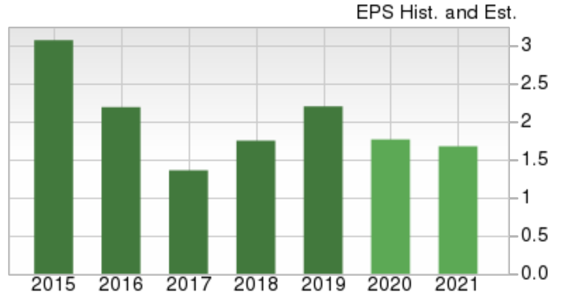
Founded in 1912 and headquartered at Irving, TX, Flowserve Corporation is a leading manufacturer and aftermarket service provider of comprehensive flow control systems, globally.

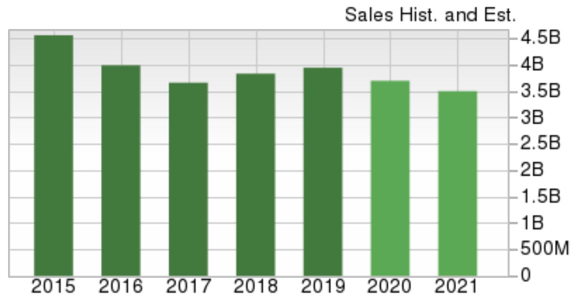
The company develops and manufactures precision-engineered flow control equipment, such as pumps, valves and seals, for critical service applications that require high reliability. Flowserve uses its manufacturing platform to offer a broad array of aftermarket equipment services, such as installation, advanced diagnostics, repair and retrofitting.

The company uses a footprint of Quick Response Centers (QRCs) around the globe to deliver these aftermarket services. The company sells products and services to more than 10,000 companies across more than 50 countries in North America, Europe, the Middle East, Africa, the Asia Pacific and Latin America (as of 2019-end).

During the first quarter of 2019, the company combined operations of Engineered Product Division and Industrial Product Division under one segment — Flowserve Pump Division (FPD). The changes will enable the company to better control operations and serve customers.

Flowserve currently has two reportable segments:





Flowserve Pump Division (72.4% of third-quarter 2020 revenues): It is engaged in the manufacturing of highly engineered pumps, pump systems, industrial pumps, mechanical seals and auxiliary systems. Also, the segment provides parts of replacement purposes and related services. The segment has 39 manufacturing facilities and 141 QRCs. End markets served include power generation, chemical, general, and oil & gas markets.

Flow Control Division (27.6%): It is engaged in the manufacturing of valve, valve automation products, boiler controls and solutions. Notably, the segment has 49 manufacturing facilities and QRCs in 22 countries throughout the world. Several end markets served by the segment include power generation, water management, chemical as well as oil and gas.

Source: Zacks Investment Research

Reasons To Buy:

> Benefits from Flowserve 2.0, a sound capital-allocation strategy and robust liquidity will likely be favorable for Flowserve in the future.

- ▲ In third-quarter 2020, Flowserve's earnings and sales surpassed estimates by 13.6% and 3.6%, respectively. Backlog at the end of the quarter was $2 billion. The company stands to benefit from solid backlog level, strong backlog conversion capability and its multi-year Flowserve 2.0 strategy in 2020. The Flowserve 2.0 strategy will likely continue to help in simplifying the operating model and spurring growth. Notably, it expects the implementation of its additional Flowserve 2.0 initiatives to enable it to capture more margin enhancement opportunities with efficient cost management and higher productivity. For the fourth quarter of 2020, the company anticipates higher earnings, revenues and cash flow than the previous quarters.
- ▲ Flowserve's solid liquidity position helps it deal with the present difficult environment. Exiting the third quarter of 2020, the company had total available liquidity of $1.7 billion. Notably, this consisted of cash and cash equivalents of about $921 million, and $750 million of available capacity under the company's revolving credit facility. Also, the company expects to generate a minimum of $100 million free cash flow in the fourth quarter. In response to the coronavirus crisis, Flowserve has undertaken some actions like the reduction of discretionary expenses and the re-prioritization of its capital expenditure. In the quarters ahead, the measures will likely continue help the company to maintain a healthy margin performance amid the crisis. For 2020, the company anticipates achieving cost savings of $100 million.
- ▲ Flowserve is committed toward rewarding shareholders handsomely. In 2020, the company expects to pay out dividends worth $100 million. Also, it seems that analysts have become increasingly bullish about the company over the past 30 days. Notably, its earnings estimates for 2020 have been raised by 5.4% to $1.77, while that for 2021 have moved up 4.3% to $1.68 in the past 30 days. In the past three months, the company's shares have gained 14.8% compared with the industry's growth of 13.2%.

Reasons To Sell:

- In third-quarter 2020, the company's earnings decreased 15.3% from the year-ago quarter due to weak sales generation. Bookings were down 21.2% (or 21.6% on a constant-currency basis) due to weakness in both aftermarket and original equipment businesses. Of the end markets, booking decreased in oil & gas due to decline in project awards. For the quarters ahead, the company is wary about the pandemic-related woes. It expects bookings in the fourth quarter of 2020 and first quarter of 2021 to be in line with that of the second and third quarters of 2020. In addition, the company's realignment plan is likely to provide benefits in the long run. However, the plan is fuelling expenses and adversely impacting profitability. In second and third quarters of 2020, the company's net income was adversely impacted by realignment expenses of 37 cents and 7 cents per share, respectively.

The coronavirus-led difficult market conditions, realignment expenses and high-debt levels can be detrimental to Flowserve in the quarters ahead.

- Given Flowserve's extensive geographic presence, its business is exposed to social and environmental risks as well as forex woes. Although foreign exchange had a positive impact of 0.5% on the company's third-quarter revenues on a year-over-year basis, it had hurt Flowserve's second-quarter revenues by 2.4%. Fluctuations in foreign exchange rates may affect the company's top line in the quarters ahead.

- A highly leveraged balance sheet can be detrimental to the company's profitability. At the end of third-quarter 2020, its long-term debt was $1,701.1 million, up 24.4% sequentially. Interest expenses in the quarter jumped 5% year over year to $14.7 million. Also, we find the company more leveraged than the industry, as its long-term debt-to-capital is 50%, higher than the industry's 46.8%. Further, its times interest earned weakened from 5.5x in the second quarter to 5.2x in the third quarter. Notably, times interest earned reflect the company's ability to meet financial obligations. We believe that fresh issuances of debts instruments in the quarters ahead might inflate the company's financial obligations and impact profitability.

Last Earnings Report

Flowserve Q3 Earnings, Revenues Top Estimates, Down Y/Y

Quarter Ending	09/2020
Report Date	**Nov 05, 2020**
Sales Surprise	**3.59%**
EPS Surprise	**13.64%**
Quarterly EPS	**0.50**
Annual EPS (TTM)	**1.90**

Flowserve reported better-than-expected third-quarter 2020 results, with earnings beating estimates by 13.6%. Also, sales in the quarter surpassed estimates by 3.6%.

The machinery company's adjusted earnings in the reported quarter were 50 cents per share, surpassing the Zacks Consensus Estimate of 44 cents. However, the bottom line decreased 15.3% from the year-ago figure of 59 cents due to lower sales generation.

Revenue Details

In the quarter under review, Flowserve's sales were $924.3 million, reflecting a year-over-year decline of 7.2%. Notably, foreign exchange positively impacted sales by 0.5%.

The company's top line surpassed the Zacks Consensus Estimate of $892 million.

Aftermarket sales in the reported quarter were down 8.8% year over year (both on reported and on a constant-currency basis) to $444.9 million. Furthermore, original equipment sales totaled $479.4 million, reflecting a decrease of 5.6% (or 6.3% on a constant-currency basis).

Bookings totaled $806.1 million in the quarter, reflecting a decline of 21.2% (or 21.6% decline on a constant-currency basis) from the year-ago quarter. Backlog at the end of the quarter was $2 billion, down 4.2% on a sequential basis.

The company currently has two reportable segments — **Flowserve Pump Division** and **Flow Control Division**. A brief discussion on the segments is provided below:

Revenues from Flowserve Pump Division were $670.2 million, decreasing 1.8% year over year or decreasing 2.1% on a constant-currency basis. Bookings fell 22.6% to $574.1 million.

Revenues from the Flow Control Division were $255.2 million, declining 18.7% year over year or down 19.8% on a constant-currency basis. Bookings of $237.6 million declined 16%.

Margin Profile

In the third quarter, Flowserve's adjusted cost of sales decreased 3.6% year over year to $639.1 million. It represented 69.1% of sales compared with 66.5% in the year-ago quarter. Adjusted gross profit decreased 13.5% to $290.9 million, while margin fell 230 basis points (bps) to 31.5%. Selling, general and administrative expenses fell 12.9% year over year to $200.7 million. It represented 21.7% of sales.

Adjusted operating income in the quarter under review decreased 12.1% year over year to $100.6 million. Also, adjusted operating margin contracted 60 bps to 10.9%. Interest expenses in the quarter grew 5% to $14.7 million. Effective tax rate was 22.7% compared with 26% in the year-ago quarter.

Balance Sheet

As of Sep 30, 2020, Flowserve had cash and cash equivalents of $921.2 million, up 64% from $561.7 million at the end of the last reported quarter. Long-term debt grew 24.4% sequentially to $1,701.1 million.

Exiting the third quarter, the company had a solid liquidity position of $1.7 billion, including strong cash and cash equivalents balance and available revolving credit facility of $750 million.

Outlook

Flowserve expects the multi-year Flowserve 2.0 strategy to help in simplifying the operating model and spur growth. Also, it expects to return to growth in 2021 on the back of signs of recovery in the global end markets. However, the pandemic-related woes weigh on the company in the near term.

The company kept its projections suspended for 2020. However, it expects higher earnings, revenues and cash flow in the fourth quarter than the previous quarters.

In addition, a cost reduction of $100 million is anticipated to be realized in 2020.

Recent News

Dividend

On **Oct 2, 2020**, Flowserve paid out a quarterly cash dividend of 20 cents per share to shareholders on record as of Sep 18.

Reshapes Debt With Senior Notes Issue & Redemption

On **Sep 22, 2020**, Flowserve communicated the expiration and results of its previously floated tender offer to buy back Euro-denominated senior notes maturing on Mar 17, 2022. A day before, it announced the completion of its $500 million worth of senior notes offering.

Notably, specifications related to the notes offerings and the tender offers for senior notes were disclosed by Flowserve on Sep 14.

As noted, the notes — considered as the company's senior unsecured obligations — were offered at a price of 99.656% of the principal amount. These debt instruments are due to expire on Oct 1, 2030, and carry a coupon rate of 3.500%. Interest on the offered notes will be paid semi-annually, each on Apr 1 and Oct 1. The first interest payment will be made on Apr 1, 2021.

The issuer has the option to redeem the senior notes before Jul 1, 2030, at a price that is higher of the principal amount and a price calculated by finding the present value of left-over payments for the notes to be redeemed. Notably, the issuer has to pay accrued and unpaid interest, if applicable. Further, the notes can be redeemed on or after Jul 1, 2030, for a value equal to par value plus accrued and unpaid interest.

As disclosed earlier, Flowserve used the funds raised from the notes offering for repurchasing its previously issued senior notes due to mature on Mar 17, 2022. Part of the proceeds, if any left after using for the notes redemption, will be used for satisfying general corporate purposes.

The tender offer for €500 million worth of 1.250% senior notes expired on Sep 22.

The company noted that €163.2 million principal amount of senior notes were validly tendered in the offering. This amount represents 32.64% of the outstanding principal amount of €500 million. For every €1,000 principal amount of notes, the company will pay €1,000 as the purchase consideration. In addition to the purchase price, it will pay any accrued and unpaid interest, if applicable. The notes purchased will be canceled by Flowserve.

Valuation

Flowserve shares are down 31% and 25.6% in the year-to-date period and over the trailing 12-month period, respectively. Stocks in the Zacks sub-industry are up 9.2% in the year-to-date period, while the Zacks Industrial Products sector is up 17.4%. Over the past year, the Zacks sub-industry increased 14.2% and the sector grew 22.5%.

The S&P 500 Index has moved up 16.2% year to date and 20.4% in the past year.

The stock is currently trading at 19.94x forward 12-month earnings per share, which compares to 27.76x for the Zacks sub-industry, 22.87x for the Zacks sector and 22.71x for the S&P 500 index.

Over the past five years, the stock has traded as high as 31.5x and as low as 8.18x, with a 5-year median of 20.66x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $35 price target reflects 20.8x forward 12-month earnings per share.

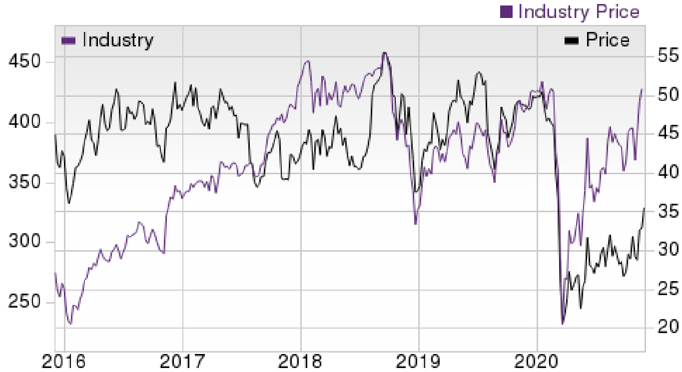
The table below shows summary valuation data for FLS.

Valuation Multiples - FLS

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	19.94	27.76	22.87	22.71
	5-Year High	31.5	27.76	22.87	23.47
	5-Year Low	8.18	15.83	12.61	15.27
	5-Year Median	20.66	20.24	17.76	17.75
P/Sales F12M	Current	1.24	3.73	3.28	4.28
	5-Year High	1.82	3.73	3.28	4.3
	5-Year Low	0.62	1.65	1.6	3.17
	5-Year Median	1.49	2.31	2.1	3.67

As of 12/02/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 32% (82 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Applied Industrial Technologies, Inc. **(AIT)**	Neutral	2
Colfax Corporation **(CFX)**	Neutral	3
GEA GROUP AG SP **(GEAGY)**	Neutral	3
IDEX Corporation **(IEX)**	Neutral	3
Ingersoll Rand Inc. **(IR)**	Neutral	3
The Middleby Corporation **(MIDD)**	Neutral	3
Roper Technologies, Inc. **(ROP)**	Neutral	3
Xylem Inc. **(XYL)**	Neutral	3

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

Industry Comparison Industry: Manufacturing - General Industrial

Industry Peers

	FLS	X Industry	S&P 500	AIT	CFX	IR
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	2	3	3
VGM Score	A	-	-	B	B	C
Market Cap	4.37 B	1.54 B	26.13 B	2.97 B	4.33 B	18.51 B
# of Analysts	7	3	13	2	9	5
Dividend Yield	2.38%	0.00%	1.47%	1.67%	0.00%	0.00%
Value Score	B	-	-	C	C	D
Cash/Price	0.21	0.09	0.07	0.09	0.02	0.07
EV/EBITDA	10.27	14.01	14.58	12.06	15.90	45.95
PEG F1	1.23	3.04	2.76	NA	4.73	3.99
P/B	2.56	2.43	3.53	3.35	1.25	2.10
P/CF	11.14	12.71	13.75	8.58	7.87	26.90
P/E F1	19.16	28.43	21.92	22.28	26.58	31.66
P/S TTM	1.15	1.61	2.82	0.95	1.38	4.62
Earnings Yield	5.28%	3.16%	4.40%	4.48%	3.75%	3.16%
Debt/Equity	1.00	0.45	0.70	0.90	0.63	0.43
Cash Flow ($/share)	3.01	2.49	6.94	8.92	4.64	1.65
Growth Score	B	-	-	B	B	B
Historical EPS Growth (3-5 Years)	-6.15%	8.99%	9.72%	13.27%	6.93%	NA
Projected EPS Growth (F1/F0)	-19.74%	-14.04%	0.83%	-9.84%	-41.01%	-11.95%
Current Cash Flow Growth	15.12%	-0.29%	5.23%	28.52%	27.59%	-25.03%
Historical Cash Flow Growth (3-5 Years)	-8.93%	5.59%	8.33%	16.72%	3.20%	5.38%
Current Ratio	2.57	2.05	1.38	2.74	1.64	2.43
Debt/Capital	49.96%	32.88%	42.00%	47.24%	38.80%	30.29%
Net Margin	3.38%	4.12%	10.44%	0.64%	-0.24%	-3.97%
Return on Equity	14.41%	9.55%	15.07%	16.31%	6.04%	-2.27%
Sales/Assets	0.78	0.75	0.50	1.36	0.43	0.31
Projected Sales Growth (F1/F0)	-6.27%	-6.27%	0.30%	-6.91%	-15.93%	117.43%
Momentum Score	A	-	-	D	C	A
Daily Price Change	-1.21%	0.00%	0.16%	-1.49%	0.47%	-1.05%
1-Week Price Change	7.75%	2.97%	2.18%	5.06%	4.54%	1.22%
4-Week Price Change	11.76%	14.06%	8.92%	16.73%	26.61%	16.44%
12-Week Price Change	17.43%	13.73%	12.72%	28.66%	8.81%	25.16%
52-Week Price Change	-27.52%	10.75%	6.38%	20.46%	7.09%	32.80%
20-Day Average Volume (Shares)	1,125,275	61,663	2,099,515	170,416	939,416	2,025,090
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	5.26%	0.00%	0.00%	0.00%	0.65%	40.00%
EPS F1 Estimate 12-Week Change	7.01%	8.64%	3.60%	14.69%	1.66%	50.00%
EPS Q1 Estimate Monthly Change	9.90%	0.00%	0.00%	0.00%	0.23%	100.00%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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	A

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

Disclosures

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

Additional Disclosure

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

Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

52-Week High-Low: The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

20-Day Average Volume (Shares): The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

Daily Price Change: This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

1-Week Price Change: This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a mediumterm price change metric and an indication of the stock gaining momentum.

12-Week Price Change: This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

52-Week Price Change: This is the percentage change in a stock’s closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

Market Cap: The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

Year-To-Date Price Change: Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

# of Analysts: Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

Beta: A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

Dividend: The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

Dividend Yield: The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the mostrecent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn’t change frequently, dividend yield usually changes with a stock’s price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

P/TB Ratio: The price-to-tangible-book value ratio is calculated as a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at $35 and expected to earn $3 per share in the current fiscal year (F1), would be 0.0857 (3/35 = 0.0857) or 8.57%. In other words, for $1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow ($/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every $1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every $1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated $2.50 in sales for every $1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is $1.10 now versus $1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from $1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.