

General Motors Company (GM)

\$62.77 (As of 06/09/21)

Price Target (6-12 Months): **\$72.00**

Long Term: 6-12 Months

Zacks Recommendation:

Outperform

(Since: 06/09/21)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

1-Strong Buy

Zacks Style Scores:

VGM:A

Value: A

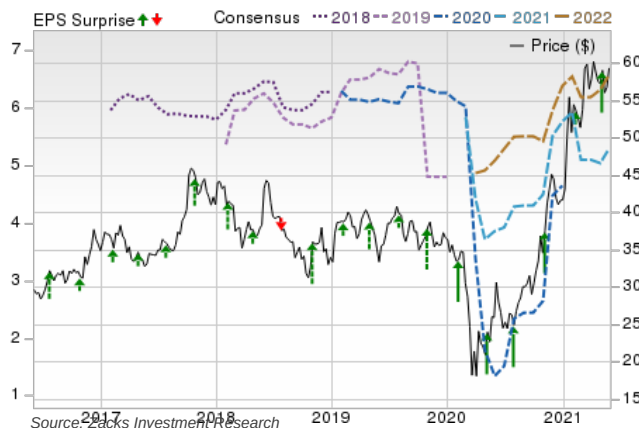
Growth: B

Momentum: B

Summary

General Motors' hot-selling brands in America like Chevrolet Silverado and Equinox along with upcoming electric vehicle (EV) launches including GMC Hummer EV and Cadillac Lyriq EV are likely to boost the firm's prospects. A strong balance sheet with high liquidity bodes well. General Motors' Ultium Drive system and collaborations with Honda and EVgo are likely to scale up its e-mobility prowess. Notably, the firm aims to spend more than \$27 billion through 2025 to launch gen-next EVs and self-driving vehicles. Also, the company seems to be navigating the chip crunch better than its peers, as is evident by its recent plans to rev up output and deliveries. In fact, General Motors now expects 1H21 results to be significantly better than the previous forecast, which has further buoyed investors. Thus, the stock is viewed as a solid bet.

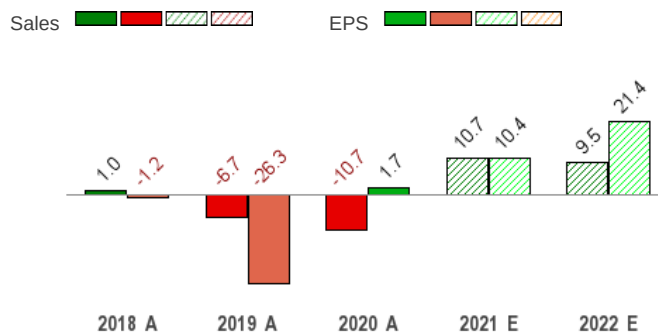
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$64.30 - \$23.33
20-Day Average Volume (Shares)	14,807,322
Market Cap	\$91.1 B
Year-To-Date Price Change	50.7%
Beta	1.33
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Automotive - Domestic
Zacks Industry Rank	Top 36% (90 out of 251)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	120.6%
Last Sales Surprise	-2.4%
EPS F1 Estimate 4-Week Change	2.3%
Expected Report Date	08/04/2021
Earnings ESP	66.7%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					148,394 E
2021	32,474 A				135,540 E
2020	32,709 A	16,778 A	35,480 A	37,518 A	122,485 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022					\$6.57 E
2021	\$2.25 A	\$0.66 E	\$1.44 E	\$1.49 E	\$5.41 E
2020	\$0.62 A	-\$0.50 A	\$2.83 A	\$1.93 A	\$4.90 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 06/09/2021. The report's text and the analyst-provided price target are as of 06/10/2021.

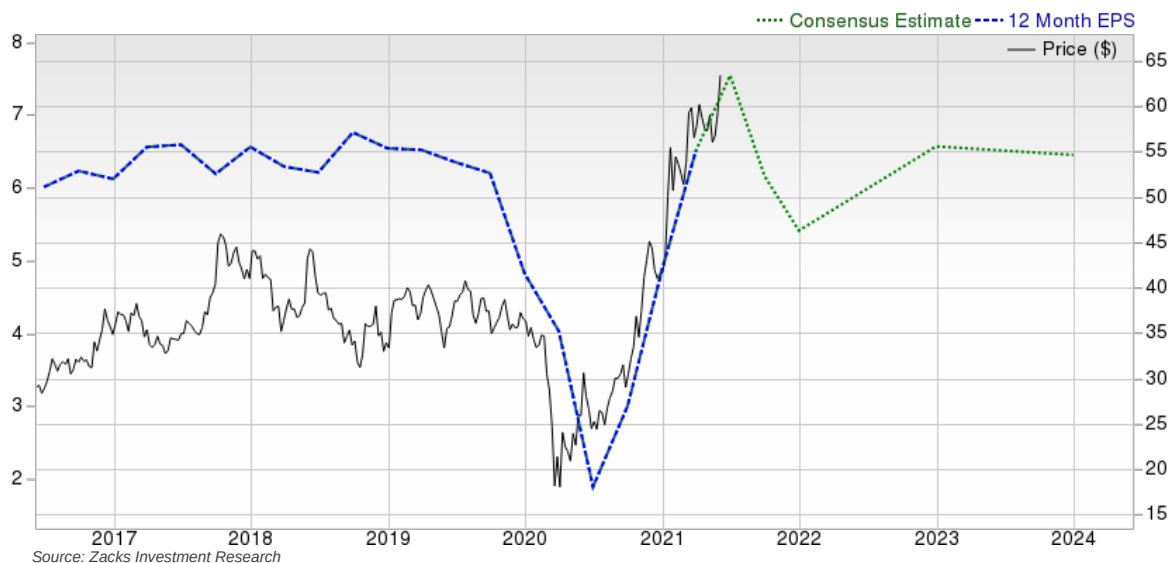
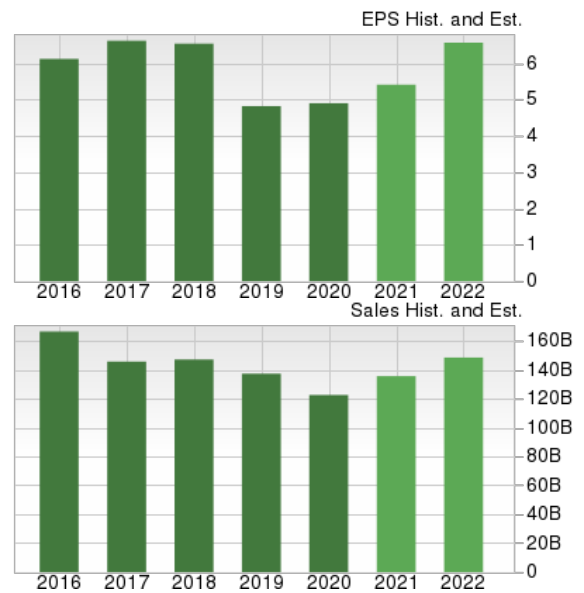
Overview

One of the world's largest automakers, General Motors leads the U.S. market share with 17.1% of the industry's total sales in 2020. Headquartered in Detroit, the auto giant has had a long and checkered history. Founded in 1908, the company rose to dominate the U.S. industry; however hit by the financial crisis, General Motors filed for bankruptcy on Jun 1, 2009. Just within 40 days, the firm emerged from bankruptcy. In 2010, the company launched its IPO – the biggest in U.S. history at that time – and has been steadily profitable since then. From going bankrupt in 2009 to becoming one of the world's best-run car companies, General Motors has indeed come a long way.

The turnaround has been impressive and the company is stepping up efforts to embrace an electric future and gain a strong foothold in the fast-growing market. The top U.S. carmaker aims to spend more than \$27 billion through 2025 to launch gen-next EVs powered by new-low cost batteries. General Motors plans to roll out 11 new EVs as part of its ambitious plans through 2025, including at least 20 new models by 2023.

General Motors, along with its strategic partners, produces, sells and services cars, trucks and parts under four core brands – Chevrolet, Buick, GMC and Cadillac. General Motors assembles passenger cars, crossover vehicles, light trucks, sport utility vehicles (SUVs), vans and other vehicles.

GM has four operating segments, namely, General Motors North America ("GMNA"), General Motors International ("GMI"), Cruise and GM Financial. While Cruise segment is responsible for the development and commercialization of autonomous vehicle technology, GM Financial provides retail loan and lease lending across the credit spectrum. Notably, GMNA accounted for 78.9% of the firm's total sales in 2020, while GMI, Cruise and GM Financial constituted 9.5%, 0.3% and 11.3%, respectively.



Reasons To Buy:

- ▲ Strong demand for profitable trucks and SUVs is aiding General Motors' revenues. General Motors revamped the crossover lineup and is launching all-new full-size pickups, followed by full-size SUVs. The company's hot-selling brands in America like Chevrolet Silverado, Equinox and GMC Sierra are driving the top line. The demand for these brands is expected to grow further. The firm's lucrative legacy internal combustion engine business and captive auto financing arm position it as the leading automaker in the United States.
- ▲ General Motors' big push toward EVs is commendable. The automaker plans to roll out 30 fresh EV models by 2025-end. Key launches including the GMC Hummer EV and Cadillac Lyriq crossover EV are expected to buoy top-line growth. The construction in Lordstown, Factory ZERO, Spring Hill, and CAMI is also progressing well. General Motors' Ultium Drive system and collaborations with Honda and EVgo are likely to scale up its e-mobility prowess. The company's BrightDrop venture, designed to offer an integrated ecosystem of electric first-to-last-mile products, is set to boost prospects. The launch of Ultium Charge 360, aimed at improving charging experience, also bodes well.
- ▲ General Motors' strides in autonomous vehicle (AV) development also augur well for long-term growth. General Motors' Cruise holds a dominant position in the self-driving landscape, thanks to the state-of-the-art technology, unique auto-maker partnerships and all-electric purpose-built vehicle sans human controls. Collaboration with Microsoft and the acquisition of Voyage have revved up General Motors' AV game. Cruise Origin AV remains on track for launch and is set to bolster its prospects.
- ▲ General Motors has enough cash on the balance sheet to weather short-term headwinds. The firm had cash and cash equivalents of \$21.6 billion as of Mar 31, 2021 compared with \$19.9 billion at 2020-end. General Motors ended first-quarter 2021 with automotive liquidity of \$37.2 billion. Its total debt to capital ratio of 0.67 compares favorably with the prior quarter's 0.71 and industry's 0.78. The company's times interest earned ratio of 10.07 is higher than the industry's 1.90, which lowers its default risk.
- ▲ The automaker seems to be successfully navigating the chip crunch, as is evident by the company's recent plans to ramp up production and deliveries. In fact, General Motors now expects 1H21 results to be significantly better than the previous forecast, which has further buoyed investors.

The company's hot-selling brands in America like Chevrolet Silverado, Equinox and GMC Sierra are likely to boost General Motors' prospects.

Risks

- General Motors aims to spend more than \$27 billion through 2025 for EV and AV development. It aims to spend more than \$7 billion in gen-next EVs and AVs in 2021. While the investments will prove beneficial in the long term, it is likely to strain the company's near-term financials. Capex for 2021 is anticipated between \$9 billion and \$10 billion, including \$2 billion of deferred capex from 2020 as well as ramped up EV spending. The forecast implies a significant uptick from 2020 capex of \$5.2 billion.
 - High product launch costs, R&D expenses as well as capital expenditure are anticipated to weigh on the firm's cash flows. The firm envisions 2021 adjusted automotive FCF in the band of \$1-\$2 billion, indicating a decline from \$2.6 billion recorded in 2020.
 - As the firm's operations are spread across various nations, it also faces headwinds from unfavorable foreign currency translations. Frequent vehicle recalls by General Motors due to safety issues also remain a headwind.
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Last Earnings Report

General Motors Q1 Earnings Beat, Sales Miss Mark

General Motors reported adjusted earnings of \$2.25 per share for first-quarter 2021, breezing past the Zacks Consensus Estimate of \$1.02. The bottom line was also significantly higher than the year-ago earnings of 62 cents per share amid cost-containment efforts, and robust demand for SUVs as well as pickups.

However, revenues of \$32,474 million missed the Zacks Consensus Estimate of \$33,260 million. Revenues also slipped from the year-ago figure of \$32,709 million. The company recorded adjusted earnings before interest and taxes (EBIT) of \$4,417 million, significantly up from \$1,250 million in the prior-year quarter. The upside can be attributed to the launch of SUVs, effective pricing on pickups and strong used-car prices.

The automaker's market share in the GM market was 10.1% for the reported quarter, decreasing from the year-ago period's 10.4%.

Quarter Ending **03/2021**

Report Date	May 05, 2021
Sales Surprise	-2.36%
EPS Surprise	120.59%
Quarterly EPS	2.25
Annual EPS (TTM)	6.51

Segmental Performance

GM North America (GMNA) generated first-quarter net revenues of \$25,957 million, up from \$25,831 million recorded in the corresponding period of 2020. Also, revenues from the unit outpaced the Zacks Consensus Estimate of \$23,811 million. While the region's wholesale vehicle sales of 664,000 units declined from 775,000 units in the comparable year-ago quarter, the segment's operating profit increased 42.8% to \$3,134 million. The segmental profit also outpaced the consensus mark of \$1,917 million. The results marked an improvement primarily owing to newly launched full-size SUVs, and improved pricing on pickups owing to tight inventory and high demand for the same.

GM International's (GMI) net revenues for the reported quarter were \$3,086 million, down from the year-ago quarter's \$3,280 million on lower year-over-year vehicle sales. The unit turned an operating profit of \$308 million against the year-ago loss of \$551 million and the consensus estimate of a loss of \$42 million owing to strong pricing, vehicle launches and benefits from cost-containment actions.

GM Financial generated net revenues of \$3,407 million for the March-end quarter, down from \$3,561 million recorded in the year-ago period. Nonetheless, the segment recorded an operating profit of \$1,182 million, jumping from \$230 million witnessed in the prior-year quarter and beating the consensus mark of \$871 million. This upswing resulted from the positive impact of high used-vehicle prices, strong credit performance and reduced interest expense.

GM Cruise witnessed net revenues of \$30 million for the first quarter, up from \$25 million reported in the year-earlier period. The segment posted an operating loss of \$229 million compared with \$228 million loss reported in the prior-year quarter.

Financial Position

General Motors had cash and cash equivalents of \$21.6 billion as of Mar 31, 2021 compared with \$19.9 billion at 2020-end. Long-term automotive debt at the end of the quarter under review was \$16.4 billion compared with \$16.2 billion as of Dec 31, 2020.

General Motors' automotive liquidity amounted to \$37.2 billion at the end of the January-March quarter. The company recorded adjusted negative automotive free cash flow (FCF) of \$1.9 billion for first-quarter 2021, comparing unfavorably with negative FCF of \$903 million in the prior-year period.

2021 View

The company expects 2021 adjusted EBIT and EPS per share in the band of \$10-\$11 billion and \$4.5-\$5.25, respectively. Adjusted automotive FCF is envisioned between \$1 billion and \$2 billion.

Recent News

General Motors Provides Updates on Production & Deliveries

On **Jun 3**, General Motors announced plans of ramping up production and deliveries despite the global chip crunch. Thanks to 'production line efficiencies', General Motors intends to ramp up production of Chevrolet Silverado HD and GMC Sierra HD full-size pickups by 1,000 units a month, effective mid-July. The company already revved up shipments of Chevrolet Colorado and GMC Canyon mid-size trucks by around 30,000 units in May, which is set to continue through the first week of July. This was possible as General Motors managed to complete dynamic vehicle testing. Production and deliveries of a few other models will also get a boost from the firm's efficiency initiatives and dynamic vehicle testing.

Valuation

General Motors' shares are up 50.7% and 136.9% year to date and in the trailing 12-month period, respectively. Stocks in the Zacks Automotive - Domestic industry and the Zacks Auto-Tires-Trucks sector are down 5.9% and up 1.1%, respectively, year to date. Over the past year, the Zacks sub industry and sector are up 140% and 82.4%, respectively.

The S&P 500 index is up 13.3% and 42.9% year to date and in the past year, respectively.

The stock is currently trading at 10.6X forward 12-month earnings, which compares to 40.64X for the Zacks sub-industry, 22.01X for the Zacks sector and 21.8X for the S&P 500 index.

Over the past five years, the stock has traded as high as 12.68X and as low as 2.96X, with a 5-year median of 6.12X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$72 price target reflects 12.16X forward 12-month earnings per share.

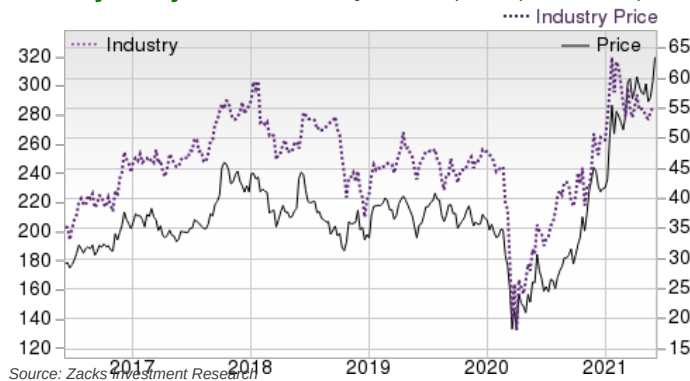
The table below shows summary valuation data for GM:

Valuation Multiples - GM					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	10.6	40.64	22.01	21.8
	5-Year High	12.68	76.32	27.58	23.83
	5-Year Low	2.96	8.14	8.21	15.31
	5-Year Median	6.12	11.25	10.51	18.05
EV/EBITDA TTM	Current	7.53	31.33	16.03	17.35
	5-Year High	8.65	48.19	20.34	17.74
	5-Year Low	3.81	6.97	6.97	9.63
	5-Year Median	5.78	12.16	9.56	13.46
P/S F12M	Current	0.64	2.17	1.12	4.72
	5-Year High	0.66	2.54	1.24	4.74
	5-Year Low	0.17	0.49	0.47	3.21
	5-Year Median	0.35	0.61	0.61	3.72

As of 06/09/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 36% (90 out of 251)



Top Peers

Company (Ticker)	Rec	Rank
Daimler AG (DDAIF)	Outperform	2
HarleyDavidson, Inc. (HOG)	Outperform	1
Ford Motor Company (F)	Neutral	3
Honda Motor Co., Ltd. (HMC)	Neutral	3
PACCAR Inc. (PCAR)	Neutral	3
Toyota Motor Corporation (TM)	Neutral	3
Tesla, Inc. (TSLA)	Neutral	3
Tata Motors Ltd (TTM)	Neutral	3

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

Industry Comparison Industry: Automotive - Domestic				Industry Peers		
	GM	X Industry	S&P 500	HMC	HOG	TM
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Outperform	Neutral
Zacks Rank (Short Term)	1	-	-	3	1	3
VGM Score	A	-	-	A	B	A
Market Cap	91.06 B	5.82 B	30.22 B	56.68 B	7.32 B	252.39 B
# of Analysts	6	4	12	3	3	3
Dividend Yield	0.00%	0.00%	1.29%	4.78%	1.26%	2.41%
Value Score	A	-	-	A	C	A
Cash/Price	0.32	0.05	0.06	0.45	0.34	0.33
EV/EBITDA	6.46	-7.02	17.40	4.91	36.10	7.35
PEG F1	1.30	1.39	2.13	0.80	0.63	0.83
P/B	1.67	7.33	4.17	0.64	3.69	1.16
P/CF	4.55	18.72	17.80	4.44	18.72	7.53
P/E F1	11.60	15.98	21.56	9.38	15.36	10.89
P/S TTM	0.74	1.71	3.51	0.46	1.75	0.98
Earnings Yield	8.62%	1.72%	4.55%	10.66%	6.51%	9.18%
Debt/Equity	1.40	0.01	0.66	0.50	2.80	0.53
Cash Flow (\$/share)	13.80	-0.07	6.83	7.40	2.54	23.99
Growth Score	B	-	-	A	C	C
Historical EPS Growth (3-5 Years)	-10.64%	5.67%	9.44%	-4.34%	-19.72%	-0.05%
Projected EPS Growth (F1/F0)	10.41%	45.06%	21.30%	-2.51%	30,900.00%	10.61%
Current Cash Flow Growth	-6.23%	-2.13%	0.98%	20.31%	-54.07%	1.93%
Historical Cash Flow Growth (3-5 Years)	4.82%	3.87%	7.28%	8.39%	-18.03%	1.78%
Current Ratio	1.08	1.45	1.39	1.33	1.50	1.05
Debt/Capital	58.32%	1.12%	41.53%	33.47%	73.69%	34.54%
Net Margin	7.49%	3.49%	11.95%	5.02%	4.56%	8.27%
Return on Equity	19.59%	6.13%	16.36%	7.72%	16.84%	10.26%
Sales/Assets	0.51	0.76	0.51	0.63	0.34	0.48
Projected Sales Growth (F1/F0)	10.66%	19.61%	9.37%	12.34%	32.44%	9.86%
Momentum Score	B	-	-	F	A	B
Daily Price Change	-1.80%	-0.96%	-0.44%	-0.12%	-0.77%	0.52%
1-Week Price Change	6.85%	1.47%	0.58%	6.21%	-0.87%	9.90%
4-Week Price Change	16.76%	14.30%	2.80%	9.98%	5.63%	17.60%
12-Week Price Change	4.53%	-1.13%	7.24%	7.15%	29.05%	17.51%
52-Week Price Change	118.33%	62.80%	36.87%	17.54%	85.22%	37.81%
20-Day Average Volume (Shares)	14,807,322	1,145,855	1,770,532	940,366	1,894,600	307,832
EPS F1 Estimate 1-Week Change	2.33%	0.00%	0.00%	0.00%	3.27%	0.00%
EPS F1 Estimate 4-Week Change	2.33%	0.24%	0.03%	-2.69%	7.00%	4.19%
EPS F1 Estimate 12-Week Change	6.25%	5.96%	3.39%	-6.08%	34.43%	2.09%
EPS Q1 Estimate Monthly Change	23.94%	0.33%	0.00%	15.85%	6.05%	1.18%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	A
Growth Score	B
Momentum Score	B
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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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.