

HEICO Corporation (HEI)

\$131.54 (As of 02/09/21)

Price Target (6-12 Months): **\$139.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 11/30/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:F

Value: D

Growth: D

Momentum: D

Summary

Heico Corp. generates approximately half of its sales from defense, space and other industrial markets including electronics, medical and communications. Impressively, demand for products in these businesses has not been fundamentally impacted, considering the weakening macroeconomic scenario following the pandemic. Its disciplined acquisition strategy has been also driving its performance. Its shares have outperformed the industry in the past year. However, tariff expansion on aluminum import is expected to deal a heavy blow to the U.S. aerospace and defense industry players like Heico Corp. Moreover, the company cannot confidently predict when demand for its commercial aerospace products will return to pre-outbreak levels. A comparative analysis of Heico Corp.'s trailing 12-month price/earnings ratio reflects a relatively gloomy picture.

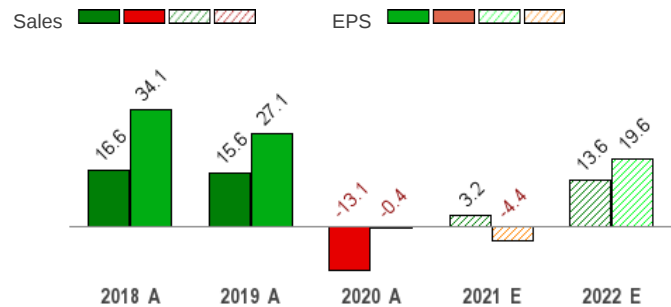
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$141.31 - \$52.01
20-Day Average Volume (Shares)	429,731
Market Cap	\$17.8 B
Year-To-Date Price Change	-0.4%
Beta	1.26
Dividend / Dividend Yield	\$0.16 / 0.1%
Industry	Aerospace - Defense Equipment
Zacks Industry Rank	Top 35% (89 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	4.7%
Last Sales Surprise	3.2%
EPS F1 Estimate 4-Week Change	0.0%
Expected Report Date	02/23/2021
Earnings ESP	0.0%
P/E TTM	57.6
P/E F1	60.1
PEG F1	5.0
P/S TTM	10.0

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					2,095 E
2021	405 E	437 E	474 E	529 E	1,845 E
2020	506 A	468 A	386 A	426 A	1,787 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022					\$2.62 E
2021	\$0.46 E	\$0.51 E	\$0.55 E	\$0.66 E	\$2.19 E
2020	\$0.89 A	\$0.55 A	\$0.40 A	\$0.45 A	\$2.29 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 02/09/2021. The report's text and the analyst-provided price target are as of 02/10/2021.

Overview

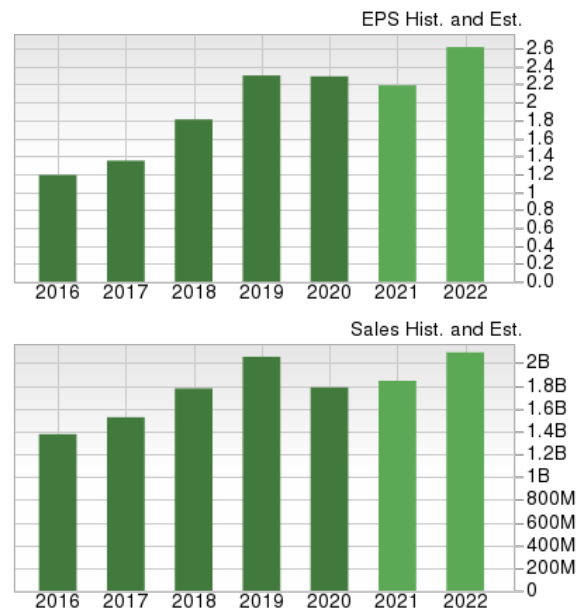
Florida-based HEICO Corporation, incorporated in 1957, is one of the world's leading manufacturers of Federal Aviation Administration ("FAA")-approved jet engine and aircraft component replacement parts. It also manufactures various types of electronic equipment for the aviation, defense, space, medical, telecommunications and electronics industries. The company's products are found on large commercial aircraft, regional, business and military aircraft, as well as on a large variety of industrial turbines, targeting systems, missiles and electro-optical devices.

HEICO Corp. operates in two segments, the Flight Support group and the Electronic Technologies group.

The **Flight Support Group** consists of HEICO Aerospace Holdings Corp. and HEICO Flight Support Corp., and their collective subsidiaries. The group uses proprietary technology to design and manufacture jet engine and aircraft component replacement parts. In addition, it repairs, overhauls and distributes jet engine and aircraft components, avionics and instruments. The segment also manufactures thermal insulation products, complex composite assemblies and other component parts, primarily for aerospace, defense, industrial and commercial applications. Net sales for this group were \$0.92 billion in fiscal 2020, contributing 51.8% to the company's total sales.

The **Electronic Technologies Group** consists of HEICO Electronic Technologies Corp. and its subsidiaries. It designs, manufactures and sells various types of electronic, microwave and electro-optical products. These products include infrared simulation and test equipment, laser rangefinder receivers, electrical power supplies, back-up power supplies, power conversion products, underwater locator beacons, electromagnetic interference and radio frequency interference shielding, high power capacitor charging power supplies, amplifiers, photo detectors, and radio frequency (RF) and microwave amplifiers. Net sales for this group were \$0.87 billion in fiscal year 2020, contributing 48.9% to the company's total sales.

Total sales consisted of intersegment expenses of \$0.13 billion.



Source: Zacks Investment Research

Reasons To Buy:

▲ Heico Corp. generates approximately half of its sales from defense, space and other industrial markets including electronics, medical and communications. Impressively, demand for products in that half of Heico Corp.'s business has not been fundamentally impacted, considering the weakening macroeconomic scenario following the novel coronavirus outbreak. In fact, many of its defense and medical component design, manufacturing and supply operations are crucial suppliers to markets with continuing strong needs. Consequently, demand for its components used in medical equipment, such as ventilators, x-ray systems, sterilization equipment as well as personal protective equipment increased as a result of the outbreak. This should bode well for the company's growth in the coming days. This may have boosted investors' confidence in this stock's growth potential. Evidently, the company's shares have gained 2.6% in the past year against the industry's decline of 31.6%.

HEICO Corps disciplined acquisition strategy has been an important element for the company's overall growth. Its strong solvency position should also attract investors

▲ Heico Corp.'s cash and cash equivalent at the end of fiscal fourth-quarter 2020 was \$407 million, which increased from the prior-quarter figure of \$395 million. On the other hand, the company's long-term debt as of Oct 31, 2020, stands at \$739 million, flat sequentially. Although its long-term debt level lies much above the company's cash reserve, its current debt worth \$1 million as of Jul 31, 2020 is almost insignificant compared to the cash reserve. This reflects the company's strong solvency position, at least in the short run, which is encouraging amid the prevailing economic uncertainty caused by the COVID-19 pandemic.

Moreover, the company's current ratio as of Oct 31, 2020 came in at 4.83, which being more than 1 indicates that the company has sufficient capital on hand to meet its short-term obligations. Further, its debt-to-capital ratio of 0.27 declined sequentially and is much lower than the industry average of 0.33. Its interest coverage was 28.7 as of Oct 31, 2020, compared with 25.8 as of Jul 31, 2020. All these favorable financial ratio levels of Heico Corp. make us optimistic about the company's ability to meet debt obligations in the near future.

▲ The company's disciplined acquisition strategy has been also driving its overall performance, further supplementing organic growth. Notably, during fiscal 2020 HEICO Corp. successfully completed six acquisitions. Since 1990, the company completed approximately 82 acquisitions complementing the niche segments of the aviation, defense, space, medical, telecommunications and electronics industries in which it operates. Of its latest buyouts, the significant ones include the transaction through which Heico acquired 75% of the equity interest of Intelligent Devices and Transformational Security, in August 2020. These two companies design and manufacture state-of-the-art technical surveillance countermeasures equipment used to protect critical spaces from exploitation via wireless transmissions, technical surveillance, and listening devices.

We expect such acquisitions to expand Heico Corp.'s product portfolio and customer base, which, in turn, should keep its cash flow in a good shape. Notably, the company has no significant debt maturities until fiscal 2024, which should offer it financial flexibility to aggressively pursue more such high-quality acquisitions, thereby accelerating growth.

Reasons To Sell:

- ▼ In January 2020, the Trump administration announced plans to expand its existing tariffs on imports of steel and aluminum, stating that from Feb 8, steel and aluminum derivatives will also come under the tariff mandate. This tariff expansion is expected to deal a heavy blow to the U.S. aerospace and defense industry, which relies heavily on imported aluminum. In 2018, when the initial tariff was imposed, the AIA had expressed concern by saying that such a tariff will raise cost and disrupt the supply chain. Now that tariffs are being imposed on derivatives as well, the growth prospects for aerospace and defense equipment stocks like Heico Corp seem bleak.
- ▼ A comparative analysis of the company's trailing 12-months Price/Earnings ratio reflects a relatively gloomy picture, which might be a cause for investors' concern. Evidently, the stock has a trailing 12-month Price/Earnings ratio of 57.47. The valuation lies much above the median of the company's P/E TTM range of 42.96. The valuation is also higher when compared with its industry's trailing 12-month Price/Earnings ratio of 24.84 in the same time period and with what the industry witnessed in the past year.
- ▼ Heico Corp. derives almost half of its sales from commercial aviation products and services. To this end, it is imperative to mention that owing to the ongoing government-induced travel restrictions worldwide, following the spread of the COVID-19, the commercial aerospace industry has been experiencing a substantial decline in demand. As a result, Heico Corp.'s results of operations in fiscal 2020 were significantly affected by the COVID-19 global pandemic. In particular, its businesses that operate within the commercial aerospace industry witnessed an annual decrease of 32% in top line, during fiscal 2020.

Expansion of tariff on import of aluminum might hurt HEICO Corp.'s growth. The stock boasts an unfavorable valuation when compared to its industry

Moreover, the pandemic had an adverse effect on the company's overall top line performance, resulting into 13.1% decline in its fiscal 2020 net sales. Looking ahead toward fiscal 2021, the pandemic will likely continue to negatively impact the commercial aerospace industry and thereby Heico Corp. Since one cannot estimate the duration and magnitude of the virus outbreak, Heico Corp. cannot confidently predict when demand for its commercial aerospace products will return to pre-outbreak levels. This surely remains a cause of concern for investors.

Last Earnings Report

HEICO Q4 Earnings Beat Estimates, Sales Decline Y/Y

HEICO Corp. reported fourth-quarter fiscal 2020 earnings of 45 cents per share, which surpassed the Zacks Consensus Estimate of 43 cents by 4.65%. The bottom line, however, declined 27.4% from the prior-year quarter's 62 cents.

The year-over-year downturn can be attributed to significant declines in quarterly sales and operating income.

Quarter Ending 10/2020

Report Date	Dec 21, 2020
Sales Surprise	3.19%
EPS Surprise	4.65%
Quarterly EPS	0.45
Annual EPS (TTM)	2.29

Total Sales

Quarterly net sales of \$426.2 million beat the Zacks Consensus Estimate of \$413 million by 3.2%. The top line, however, declined 21.3% from the year-ago quarter's \$541.5 million due to lower revenues generated by the Flight Support Group segment.

Operational Update

HEICO's total costs and expenses declined 14.4% year over year to \$305.5 million in the quarter under review. The decrease was due to lower selling, general and administrative expenses.

Segmental Performance

Flight Support Group: Net sales dropped 40.4% year over year to \$193.6 million due to lower demand across all product lines that resulted from the significant decline in global commercial air travel beginning in March 2020 due to the coronavirus outbreak.

Its operating income decreased 65.4% year over year to \$21.5 million, courtesy of sales decline, lower gross profit margin and an increase in bad debt expenses.

Electronic Technologies Group: Net sales increased 8% year over year to \$236.7 million, primarily owing to the favorable impact from the company's fiscal 2020 acquisitions.

The segment's operating income grew 14% to a record \$73.9 million in the fourth quarter of fiscal 2020, up from \$64.6 million in the fourth quarter of fiscal 2019. The increase principally reflects the previously mentioned net sales growth and an improved gross profit margin.

Financial Details

As of Oct 31, 2020, cash and cash equivalents totaled \$406.8 million compared with \$57 million as of Oct 31, 2019.

Long-term debt (net of current maturities) totaled \$738.8 million as of Oct 31, 2020, up from \$561 million as of Oct 31, 2019.

As of Oct 31, 2020, cash provided by operating activities was \$409.1 million compared with \$437.4 million as of Oct 31, 2019.

Valuation

HEICO Corp.'s shares are up 26.6% in the past six-month period and 2.6% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 20.1% in the past six months, while the Zacks Aerospace sector are up 9.4%. Over the past year, the Zacks sub-industry is down 31.6% while the sector is down 29.8%.

The S&P 500 index is up 19% in the past six months and 18.7% in the past year.

The stock is currently trading at 57X of forward 12-month earnings, which compares to 26.3X for the Zacks sub-industry, 21.9X for the Zacks sector and 22.9X for the S&P 500 index.

Over the past five years, the stock has traded as high as 51.1X and as low as 22.2X, with a 5-year median of 39.3X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$139 price target reflects 60.2X forward 12-month earnings.

The table below shows summary valuation data for HEI

Valuation Multiples -HEI					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	56.96	26.33	21.88	22.88
	5-Year High	61.06	27.27	22.07	23.8
	5-Year Low	22.2	13.33	14.37	15.3
	5-Year Median	39.25	17.4	17.7	17.85
P/S F12M	Current	9.29	1.5	1.81	4.56
	5-Year High	9.91	1.64	1.81	4.54
	5-Year Low	2.67	0.85	0.94	3.2
	5-Year Median	5.36	1.25	1.26	3.68
EV/EBITDA TTM	Current	40.87	10.99	18.36	16.64
	5-Year High	43.05	11.85	18.85	16.96
	5-Year Low	15.19	5.8	7.61	9.56
	5-Year Median	27.73	9.19	10.92	13.24

As of 02/09/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 35% (89 out of 253)



Top Peers

Company (Ticker)	Rec	Rank
AAR Corp. (AIR)	Neutral	3
Aerojet Rocketdyne Holdings, Inc. (AJRD)	Neutral	4
Bae Systems PLC (BAESY)	Neutral	3
CurtissWright Corporation (CW)	Neutral	4
Hexcel Corporation (HXL)	Neutral	4
Leidos Holdings, Inc. (LDOS)	Neutral	2
Spirit Aerosystems Holdings, Inc. (SPR)	Neutral	3
Teledyne Technologies Incorporated (TDY)	Neutral	3

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

Industry Comparison Industry: Aerospace - Defense Equipment				Industry Peers		
	HEI	X Industry	S&P 500	CW	HXL	SPR
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	4	4	3
VGM Score	F	-	-	D	C	F
Market Cap	17.83 B	2.55 B	27.82 B	4.71 B	4.21 B	4.25 B
# of Analysts	4	4	13	4	6	6
Dividend Yield	0.12%	0.00%	1.41%	0.60%	0.00%	0.10%
Value Score	D	-	-	B	C	D
Cash/Price	0.02	0.09	0.06	0.09	0.03	0.44
EV/EBITDA	38.83	12.56	14.91	10.05	32.62	5.01
PEG F1	5.01	8.83	2.41	NA	NA	NA
P/B	8.86	2.71	3.76	2.62	2.79	3.63
P/CF	44.15	10.76	15.61	11.64	26.27	4.96
P/E F1	60.61	33.95	20.58	15.55	240.14	NA
P/S TTM	9.98	1.86	3.05	1.98	2.80	0.95
Earnings Yield	1.66%	2.29%	4.78%	6.43%	0.42%	-4.77%
Debt/Equity	0.37	0.24	0.68	0.59	0.61	2.27
Cash Flow (\$/share)	2.98	2.26	6.76	9.72	1.95	7.97
Growth Score	D	-	-	F	B	F
Historical EPS Growth (3-5 Years)	23.15%	8.67%	9.27%	16.60%	-11.45%	7.41%
Projected EPS Growth (F1/F0)	-4.37%	7.03%	13.76%	6.92%	-16.00%	61.76%
Current Cash Flow Growth	0.76%	3.28%	4.21%	7.60%	-63.54%	-10.39%
Historical Cash Flow Growth (3-5 Years)	17.30%	7.51%	7.74%	7.51%	-11.70%	3.45%
Current Ratio	4.83	2.41	1.38	2.37	2.93	2.41
Debt/Capital	32.32%	32.09%	41.31%	37.04%	38.00%	69.41%
Net Margin	17.57%	2.09%	10.59%	9.96%	2.11%	-11.29%
Return on Equity	16.39%	7.85%	14.81%	16.15%	1.41%	-26.56%
Sales/Assets	0.53	0.65	0.51	0.63	0.48	0.64
Projected Sales Growth (F1/F0)	3.23%	0.00%	6.20%	6.39%	-10.42%	10.86%
Momentum Score	D	-	-	C	D	F
Daily Price Change	-0.23%	0.59%	-0.08%	-0.41%	1.45%	-1.69%
1-Week Price Change	9.54%	8.69%	4.58%	8.60%	8.77%	13.58%
4-Week Price Change	-4.04%	3.44%	0.62%	-4.56%	4.58%	-3.49%
12-Week Price Change	-2.90%	21.00%	7.81%	-1.42%	-1.35%	17.05%
52-Week Price Change	2.63%	-8.22%	9.04%	-23.68%	-30.13%	-42.33%
20-Day Average Volume (Shares)	429,731	188,591	2,065,226	187,699	925,908	2,800,527
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.61%	-1.28%	-64.41%	-14.76%
EPS F1 Estimate 12-Week Change	-0.54%	0.00%	1.59%	-2.11%	-74.60%	-14.27%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.16%	-0.75%	-28.00%	0.00%

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	D
Growth Score	D
Momentum Score	D
VGM Score	F

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

P/TB Ratio: The price-to-tangible-book value ratio is calculated as 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.