

IPG Photonics Corp (IPGP)

\$158.20 (As of 08/10/20)

Price Target (6-12 Months): **\$167.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 04/13/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:C

Value: D

Growth: C

Momentum: A

Summary

IPG Photonics' second-quarter earnings and revenues declined year over year. Macroeconomic headwinds amid coronavirus crisis-induced sluggishness in welding, cutting and marking applications impacted demand of high-power CW lasers. Results were also affected by declining ASPs and unfavorable foreign-exchange movement. Uncertainty in demand visibility owing to global economic downturn remains a woe. Nevertheless, strength across advanced applications, electric vehicle battery processing and systems, ultra-high power cutting, and devices used in the medical industry, is encouraging. Moreover, momentum in higher power products in core materials processing domain and solid bookings growth in China hold promise. Robust adoption of pulsed lasers is a positive. Notably, the company's stock has outperformed the industry in the year-to-date period.

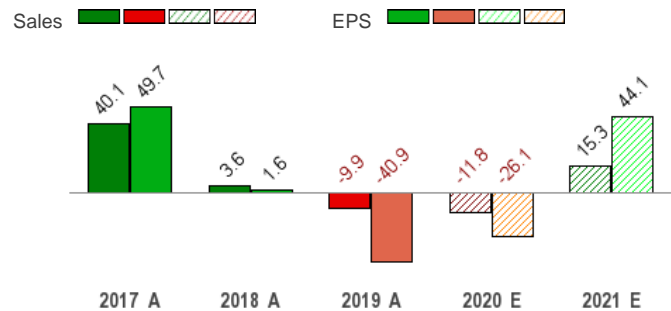
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$184.02 - \$98.04
20 Day Average Volume (sh)	408,864
Market Cap	\$8.4 B
YTD Price Change	9.2%
Beta	1.72
Dividend / Div Yld	\$0.00 / 0.0%
Industry	Lasers Systems and Components
Zacks Industry Rank	Bottom 23% (194 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	56.9%
Last Sales Surprise	7.9%
EPS F1 Est- 4 week change	13.8%
Expected Report Date	11/03/2020
Earnings ESP	0.0%
P/E TTM	47.9
P/E F1	49.1
PEG F1	6.2
P/S TTM	7.1

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	306 E	339 E	341 E	351 E	1,337 E
2020	249 A	296 A	301 E	313 E	1,160 E
2019	315 A	364 A	329 A	307 A	1,315 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.91 E	\$1.15 E	\$1.17 E	\$1.25 E	\$4.64 E
2020	\$0.40 A	\$0.91 A	\$0.89 E	\$0.93 E	\$3.22 E
2019	\$1.02 A	\$1.42 A	\$1.08 A	\$0.91 A	\$4.36 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 08/10/2020. The reports text is as of 08/11/2020.

Overview

Oxford, MA-based IPG Photonics Corp develops and manufactures fiber & diode lasers, fiber amplifiers and transceivers that are used for diverse applications, like materials processing, advanced applications, communications and medical.

IPG Photonics' laser products include low (1 to 99 watts), medium (100 to 999 watts) and high (1,000 watts and above) output power lasers from 0.3 to 4.5 microns in wavelength.

These lasers may be continuous wave (CW), quasi-continuous wave (QCW) or pulsed. The company's pulsed line includes nanosecond, picosecond and femtosecond lasers.

The company offers several different types of lasers according to the type of gain medium they use. These are ytterbium, erbium and thulium, as well as Raman and hybrid fiber-crystal lasers.

IPG Photonics' amplifier products range from milliwatts to up to 1,500 watts of output power from 1 to 2 microns in wavelength.

The company offers erbium-doped fiber amplifiers (EDFAs), Raman amplifiers, ytterbium & thulium specialty fiber amplifiers and broadband light sources.

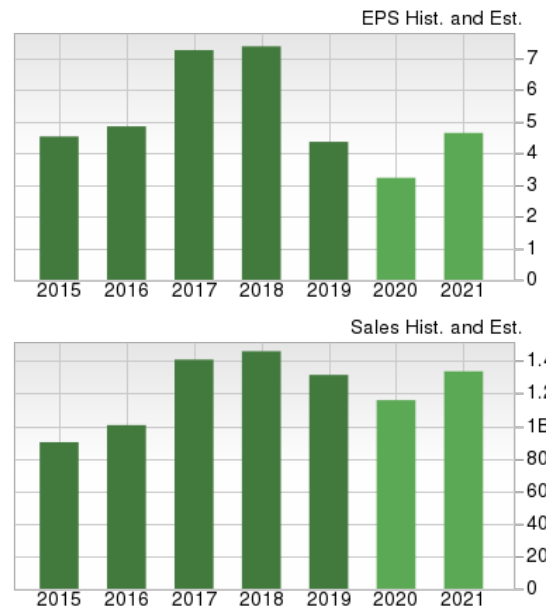
Moreover, its transceivers provide interconnect, coarse wavelength division multiplexing (CWDM), DWDM, and tunable-based pluggable interfaces to serve optical transmission needs from 100 meters over multimode fiber to over 1,200 kilometers. The company added this product portfolio through the acquisition of Menara Networks.

IPG Photonics reported total revenues of \$1.314 billion in 2019.

Geographically, United States and other North America, China, Germany and Japan contributed 21.4%, 37.4%, 6.2% and 5.5%, respectively to 2019 revenues.

Meanwhile, Other Eastern Europe/CIS, Other Asia and Australia, and Rest of the World accounted for 19%, 9.2% and 1.3%, respectively to 2019 revenues.

The company faces competition from the likes of Coherent, nLight, Maxphotonics, Raycus Fiber Laser Technologies, and Lumentum Holdings among others.



Reasons To Buy:

- ▲ IPG Photonics is regarded as the pioneer and leader of the fiber lasers technology market. The company has a dominant position in the core material processing market on the back of its expertise in handling fiber lasers, which are more reliable, efficient, robust, compact and easier to operate than conventional lasers. Improvements in their output power levels and cost, as well as superior performance and lower cost of ownership have been driving the adoption of fiber-lasers. Management noted that use of high-strength steel and aluminum in automotive manufacturing and decreasing the weight of vehicles are driving the use of fiber lasers over other manufacturing methods such as stamping, non-laser welding, riveting and adhesives. Other trends, such as miniaturization of parts and electronics are driving adoption of lasers because no other tools can work as precisely. We believe that growing usage of fiber laser bodes well for IPG Photonics in the long run. Moreover, the company's strong IP base, which includes more than 400 patents issued and over 450 pending patent applications worldwide (as of Dec 31, 2019), is a key catalyst.
- ▲ IPG Photonics' vertically integrated business model is a key differentiator, in our view. This not only helps it to maintain technological lead but also keep costs of production significantly lower as evident from gross margin expansion over the three years. This has also aided the company to continue investments on product development. We also note that its research & development (R&D) expense in 2019 increased 5.9% over 2018. Despite this incremental investment, the company posts industry-leading operating margin. In the long-term management forecasts gross margin in the range of 50–55% and operating margin in the range of 32–37% and aims to deliver double-digit revenue growth.
- ▲ Further, acquisitions have helped the company to expand its product portfolio. In November 2018, the company inked a deal to acquire privately held Genesis Systems Group (Genesis). The acquisition will help IPG Photonics to evolve as a provider of welding solutions and strategic partner to end customers. In 2016, the company acquired Menara Networks, which helped in expanding telecom product offering to include pluggable optical transceivers. The acquisitions of Innovative Laser Technologies (ILT) and OptiGrate Corp are positive. ILT offers precision laser systems, with a focus on the medical device industry. IPG Photonics believes that the acquisition will strengthen presence in the medical vertical, simultaneously expanding ILT's addressable market into other verticals that require precision laser solutions. OptiGrate is a manufacturer of volume Bragg grating (VBG)-based filters and components. Bragg gratings are key components in all fiber lasers. OptiGrate's products enable performance improvement, miniaturization, and cost reduction of ultrafast pulsed lasers. The company supplies holographic optical elements to customers in optoelectronic, analytical, medical, defense, and other industries and also has strong clientele. The addition of OptiGrate is expected to assist the company easily develop the new ultrafast pulsed lasers.
- ▲ IPG Photonics is gradually expanding into new end-markets like advanced applications (3D Printing, Cinema, and micro-materials processing), communications and medical based on robust product portfolio and strong intellectual property (IP). IPG anticipates total addressable market (TAM) to hit \$12 billion in 2023, from estimated figure of \$10 billion in 2019, which presents significant growth prospects. IPG Photonics plans to expand the wavelengths at which its lasers currently operate in the near future. This includes UV, orange, red, green lasers and mid-infrared lasers for fine and micro processing, projection as well as other novel applications. IPG Photonics is in the process of developing pulsed fiber lasers with ultra-short pulse durations, pulsed and QCW lasers with high peak powers and mid infra-red lasers. Moreover, the company is developing new medical applications using fiber lasers for urological and dental procedures. The expansion into new end-markets will eventually lower exposure to the core material processing market, which is positive for investors over the long term.
- ▲ Management execution has been good in recent times. The solid net-cash balance of \$1.21 billion as of Jun 30, 2020, up from \$1.15 billion as of Mar 31, 2020, provides the flexibility required to pursue any growth strategy, whether by way of acquisitions or otherwise. Moreover, total debt-to-total capital of 1.6% is lower than the prior quarter's figure of 1.7%. Additionally, the strong balance sheet helps IPG Photonics to continue shareholder friendly initiatives like share repurchases. Notably, lower number of outstanding shares drive the bottom line. IPG Photonics repurchased stock worth \$16 million during the second quarter. Moreover, the company generated \$73.5 million in cash flow from operations in second quarter, compared with the prior-quarter figure of \$56.8 million. Increasing cash flow trend indicates that the company is investing in the right direction.

Dominant position in the core material processing market, vertically integrated business model, industry-leading operating margins and expansion in TAM are key positives.

Reasons To Sell:

- ▼ IPG Photonics' significant exposure to the materials processing markets is a key headwind. Revenues from material processing offerings accounted for 93.5% of total 2019 revenues. Any downturn in this market will significantly impact top-line growth.
- ▼ Additionally, the company faces customer concentration risk in terms of geographic location. In 2019, 37.4% of the company's sales were derived from China and 19% of revenues were derived from Other including Eastern Europe/CIS. Moreover, five largest customers accounted for approximately 21% of revenues in 2019, which is a substantial risk. Loss of any of these major customers can hurt top-line growth, which is a concern.
- ▼ The company generates a significant portion of its revenues (78.6% in 2019) from the International market. Hence, we anticipate adverse foreign currency exchange rates to impede revenue growth in the near term owing to fluctuation in the U.S. dollar as against the Chinese renminbi, Russian Ruble, the Euro and other foreign currencies.
- ▼ Although gross margin has expanded in the last couple of years, we believe that unfavorable product mix – due to increasing percentage of lower margin high-power lasers – will hurt gross margin. Further, being a vertically integrated company – fixed costs – particularly related to direct labor is significantly high for IPG. This is a major headwind as the company may not be able to maneuver this fixed cost in case of a revenue shortfall.
- ▼ Moreover, the company is trading at premium in terms of Price/Earnings (P/E). IPG Photonics currently has a trailing 12-month P/E ratio of 47.94X. This level compares unfavorably with what the industry witnessed in the last year. Additionally, the ratio is higher than the average level of 29.93X and is near the high end of the valuation range in this period. Consequently, the valuation looks slightly stretched from P/E perspective.

IPG's significant exposure to the materials processing markets, dependency on few customers and substantial China exposure are likely to negatively impact financial performance.

Last Earnings Report

IPG Photonics Q2 Earnings & Revenues Decline Y/Y

IPG Photonics Corporation reported second-quarter 2020 earnings of 71 cents per share, down 47% over the year-ago quarter. Management had projected earnings between 40 and 70 cents per share.

Notably, unfavorable foreign-exchange movement limited the bottom-line growth by 20 cents.

Revenues of \$296.4 million fell 19% on a year-over-year basis. Unfavorable foreign-exchange movement reduced revenues by \$2 million. IPG Photonics had anticipated revenues in the range of \$260-\$290 million.

The company delivered better-than-anticipated results as strong bookings growth in China drove performance. It witnessed modest uptick in order trends across other regions, as well. Moreover, strength in new products contributed to revenues.

Quarter Ending 06/2020

Report Date	Aug 04, 2020
Sales Surprise	7.93%
EPS Surprise	56.90%
Quarterly EPS	0.91
Annual EPS (TTM)	3.30

Revenues by Application

Materials processing (91.7% of total revenues) declined 21% year over year to \$271.7 million, due to soft demand for welding, cutting and marking applications.

Revenues from **other applications** (8.3%) improved 36% year over year to \$24.7 million, driven by growing traction of advanced applications and solid uptick in devices utilized in medical procedures.

Revenues by Product Group

Sales of **high-power CW lasers** (53% of total revenues) were down 26% from the year-ago quarter to \$157.5 million, primarily on account of coronavirus crisis-induced weak demand, and decline in ASPs (or average selling price). However, management noted that sales of 6 kilowatt or greater high power CW lasers represented 50% of all high power CW laser sales.

Medium-power CW laser sales (3.6%) slumped 30.6% year over year to \$10.7 million. However, **Pulsed lasers** sales (14.4%) of \$42.6 million improved 4.3% year over year. Moreover, **QCW lasers** sales (4.6%) declined 14% year over year to \$13.7 million.

Also, **Laser and Non-Laser system** sales (8.4%) of \$24.9 million fell 36.7% from the year-ago reported figure. **Other** revenues (15.9%), which include amplifiers, accessories, service, and parts, were \$47 million, up 21.2% year over year.

Revenues by Geography

Sales in United States and other North America (representing 18.2% of total sales) fell 16% year over year to \$53.9 million.

However, sales in other Eastern Europe/CIS (23%) declined 24% from the year-ago quarter to \$46.5 million. Moreover, sales in Germany (7%) slumped 25.5% from the year-ago quarter to \$17.6 million.

Revenues from China (49%) fell 11% to \$145.2 million. Sales in Japan (4.9%) declined 16% year over year to \$14.7 million. Sales in other Asia and Australia (approximately 5.7%) slumped 41.7% year over year to \$16.9 million. Revenues from rest of the world (0.5%) plunged 68% to \$1.6 million.

Operating Details

IPG Photonics reported gross margin of 46%, which contracted 350 basis points (bps) on a year-over-year basis. This can be attributed to higher percentage of manufacturing cost and lower revenue base.

As a percentage of revenues, operating expenses contracted from 49.5% reported in the year-ago quarter to 30.1%. Operating margin contracted 910 bps year over year to 15.9%.

Balance Sheet & Cash Flow

As of Jun 30, 2020, IPG Photonics had \$1.249 billion in cash & cash equivalents and short-term investments compared with \$1.195 billion as of Mar 31, 2020. As of Jun 30, 2020, total debt (including current portion) came in at \$39.9 million, down from \$40.8 million as of Mar 31, 2020.

The company generated \$73.5 million in cash flow from operations compared with the prior-quarter figure of \$56.8 million.

Guidance

For third-quarter 2020, IPG Photonics anticipates sales in the range of \$280-\$310 million. Earnings are projected between 70 cents and \$1.00 per share.

Recent News

On Jul 15, IPG Photonics rolled out new YLR-U series near-infrared industrial-grade compact 1 ?m continuous wave (CW) ytterbium fiber lasers. The lasers offer high performance in an ultra-compact form factor in a power efficient manner.

On Mar 5, IPG Photonics unveiled support for bi-directional, single fiber transmission in order to strengthen coherent modules portfolio. Further, the company mentioned about the extension of temperature operations in its Hytham line of coherent transceiver modules branded Menara.

Valuation

IPG Photonics' shares are up 9.2% in the year-to-date period and 33.4% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector are up 3.6% and 20.4% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are up 27.4% and 37.3%, respectively.

The S&P 500 index is up 3.9% in the year-to-date period and 16.4% in the past year.

The stock is currently trading at 38.67X forward 12-month earnings, which compares to 18.95X for the Zacks sub-industry, 26.19X for the Zacks sector and 22.81X for the S&P 500 index.

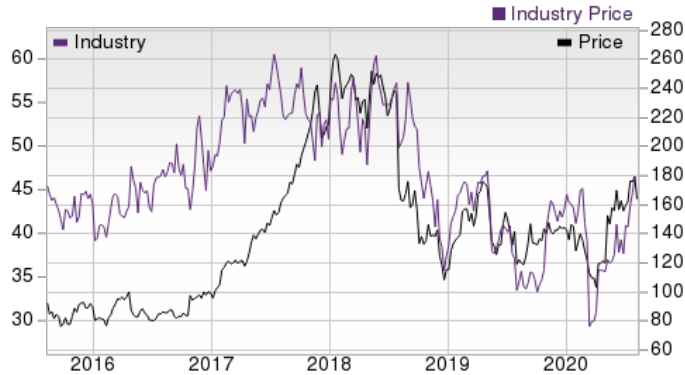
Over the past five years, the stock has traded as high as 49.84X and as low as 14.25X, with a 5-year median of 22.42X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$167 price target reflects 40.82X forward 12-month earnings.

The table below shows summary valuation data for IPGP

Valuation Multiples - IPGP					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	38.67	18.95	26.19	22.81
	5-Year High	49.84	29.4	26.31	22.81
	5-Year Low	14.25	14.09	16.72	15.25
	5-Year Median	22.42	21.01	19.61	17.58
P/S F12M	Current	6.65	4.38	4.06	3.67
	5-Year High	9.21	5.83	4.06	3.67
	5-Year Low	3.77	2.1	2.32	2.53
	5-Year Median	5.37	4.04	3.14	3.05
EV/Sales TTM	Current	6.07	7.13	4.66	3.26
	5-Year High	9.26	7.13	4.66	3.46
	5-Year Low	3.09	2.28	2.58	2.14
	5-Year Median	4.8	4.15	3.65	2.86

As of 08/10/2020

Industry Analysis Zacks Industry Rank: Bottom 23% (194 out of 253)



Top Peers

Company (Ticker)	Rec	Rank
IIVI Incorporated (IIVI)	Outperform	1
MKS Instruments, Inc. (MKS)	Outperform	2
Coherent, Inc. (COHR)	Neutral	5
Cutera, Inc. (CUTR)	Neutral	3
IRIDEX Corporation (IRIX)	Neutral	3
nLight Inc. (LASR)	Neutral	3
Lumentum Holdings Inc. (LITE)	Neutral	4
Microvision, Inc. (MVIS)	Neutral	4

Industry Comparison Industry: Lasers Systems And Components				Industry Peers		
	IPGP	X Industry	S&P 500	COHR	LASR	LITE
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	5	3	4
VGM Score	C	-	-	C	F	A
Market Cap	8.43 B	55.48 M	23.56 B	3.03 B	941.53 M	6.59 B
# of Analysts	5	2	14	3	3	8
Dividend Yield	0.00%	0.00%	1.71%	0.00%	0.00%	0.00%
Value Score	D	-	-	D	F	D
Cash/Price	0.14	0.07	0.07	0.14	0.12	0.21
EV/EBITDA	18.89	-3.08	13.39	16.09	4,422.51	26.94
PEG Ratio	6.36	4.65	2.92	2.59	NA	NA
Price/Book (P/B)	3.44	3.80	3.18	3.39	4.41	3.80
Price/Cash Flow (P/CF)	22.81	22.81	12.69	12.49	1,015.01	14.39
P/E (F1)	50.17	49.07	22.16	46.61	NA	16.04
Price/Sales (P/S)	7.13	1.58	2.55	2.43	5.17	3.84
Earnings Yield	2.04%	-2.39%	4.33%	2.15%	-0.66%	6.24%
Debt/Equity	0.01	0.06	0.77	0.69	0.07	0.67
Cash Flow (\$/share)	6.93	-0.01	6.94	10.00	0.02	6.12
Growth Score	C	-	-	C	C	A
Hist. EPS Growth (3-5 yrs)	0.58%	0.58%	10.41%	-0.82%	NA	73.54%
Proj. EPS Growth (F1/F0)	-26.06%	11.16%	-6.51%	-54.73%	-633.33%	8.42%
Curr. Cash Flow Growth	-24.01%	-28.15%	5.26%	-46.32%	-94.94%	53.33%
Hist. Cash Flow Growth (3-5 yrs)	9.29%	10.12%	8.55%	18.56%	NA	53.13%
Current Ratio	9.99	2.29	1.34	4.40	5.52	6.85
Debt/Capital	1.46%	9.17%	44.59%	40.69%	6.63%	40.19%
Net Margin	10.79%	-5.96%	10.13%	-33.76%	-14.17%	6.66%
Return on Equity	7.35%	-1.20%	14.59%	3.25%	-9.17%	20.47%
Sales/Assets	0.43	0.97	0.51	0.64	0.69	0.57
Proj. Sales Growth (F1/F0)	-11.79%	0.00%	-1.54%	-14.85%	16.44%	8.92%
Momentum Score	A	-	-	D	D	A
Daily Price Chg	-3.10%	0.00%	0.91%	-2.38%	-4.12%	-3.63%
1 Week Price Chg	-8.80%	-0.80%	2.30%	-7.82%	9.02%	-1.61%
4 Week Price Chg	-0.65%	0.91%	8.54%	-1.65%	6.93%	12.13%
12 Week Price Chg	5.31%	18.57%	13.68%	-10.61%	10.80%	23.52%
52 Week Price Chg	33.37%	18.12%	3.71%	-8.03%	67.61%	52.89%
20 Day Average Volume	408,864	76,908	2,015,804	158,293	294,067	1,132,226
(F1) EPS Est 1 week change	13.84%	0.00%	0.00%	-7.07%	0.00%	0.00%
(F1) EPS Est 4 week change	13.84%	0.00%	1.67%	-7.07%	0.00%	0.00%
(F1) EPS Est 12 week change	18.89%	9.74%	2.27%	-62.76%	-3.57%	0.60%
(Q1) EPS Est Mthly Chg	9.18%	0.00%	0.67%	-33.15%	0.00%	0.00%

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	D
Growth Score	C
Momentum Score	A
VGM Score	C

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

Disclosures

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

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

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

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

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

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