Kirby Corporation (KEX)

$60.23 (As of 04/02/21)

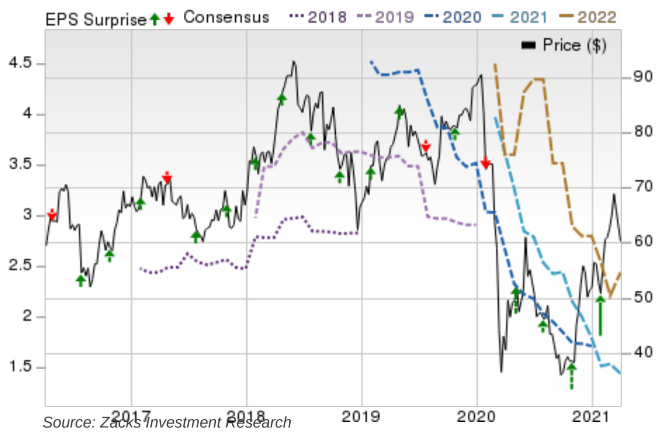
Price Target (6-12 Months): **$63.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 04/02/21) Prior Recommendation: Underperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**5-Strong Sell**
	Zacks Style Scores:	VGM:C
	Value: D | Growth: D	Momentum: A

Summary

Weakness at Kirby's major revenue-generating segment, the marine transportation unit, due to low volume and poor barge utilization, is concerning. Notably, revenues from the unit declined 11.5% year over year in 2020. The company anticipates market conditions to remain weak at the segment in the first quarter of 2021 due to increased pricing pressure on contract renewals. Within the marine transportation unit, reduced barge utilization and low fuel rebills are hurting inland market revenues. However, gradual recovery in activity levels at the distribution and services segment since the fourth quarter of 2020 is encouraging. The projection on 2021 free cash flow generation is an added positive. Additionally, the company's cost management efforts are partly offsetting the coronavirus-led adversities.

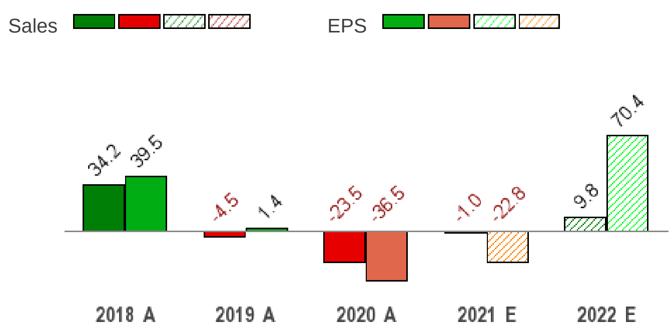
Price, Consensus & Surprise



Data Overview

52-Week High-Low	**$70.00 - $35.10**
20-Day Average Volume (Shares)	**375,167**
Market Cap	**$3.6 B**
Year-To-Date Price Change	**16.2%**
Beta	**1.47**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Transportation - Shipping**
Zacks Industry Rank	**Bottom 40% (151 out of 253)**
Last EPS Surprise	**54.2%**
Last Sales Surprise	**-1.1%**
EPS F1 Estimate 4-Week Change	**-1.4%**
Expected Report Date	**05/04/2021**
Earnings ESP	**0.0%**
P/E TTM	**32.7**
P/E F1	**42.4**
PEG F1	**5.6**
P/S TTM	**1.7**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates **(millions of $)**

	Q1	Q2	Q3	Q4	Annual*
2022	514 E	586 E	639 E	565 E	2,360 E
2021	473 E	522 E	570 E	552 E	2,149 E
2020	644 A	541 A	497 A	490 A	2,171 A

EPS Estimates

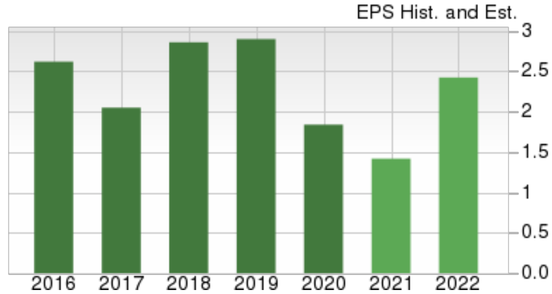
	Q1	Q2	Q3	Q4	Annual*
2022	$0.54 E	$0.73 E	$0.89 E	$0.71 E	$2.42 E
2021	$0.18 E	$0.35 E	$0.51 E	$0.50 E	$1.42 E
2020	$0.59 A	$0.42 A	$0.46 A	$0.37 A	$1.84 A

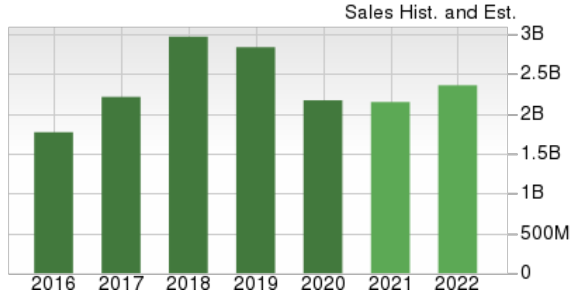
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 04/02/2021. The report's text and the analyst-provided price target are as of 04/05/2021.

Overview

Kirby Corporation is the largest domestic tank barge operator in the United States. The Houston, TX-based company is responsible for transporting bulk liquid products (including petrochemicals, black oil and refined products). The company transports bulk liquid through the Mississippi River System on the Gulf Intracoastal Waterway along all three coasts of the United States, and in Alaska and Hawaii.





Kirby also rents out various equipments like generators and fork lifts so that they can be utilized in industrial markets. This apart, the company focuses on manufacturing and remanufacturing equipment related to oilfield service. During 2020, Kirby purchased six newly constructed inland pressure barges.

The company, through its subsidiaries, operates via following segments — marine transportation and distribution and services.

The marine transportation division is responsible for providing transportation services by tank barge to inland and coastal markets.

As of Dec 31, 2020, the segment owned/operated 1,066 inland tank barges with 24.1 million barrels of capacity, 248 inland towboats, 44 coastal tank barges with a capacity of 4.2 million barrels, 44 coastal tugboats, four offshore tugboats and one docking tugboat. Notably, the segment accounted for 64.7% of the company's revenues in 2020.

Petrochemicals, black oil, refined petroleum products and agricultural chemicals contributed 52%, 26%, 19% and 3%, respectively, to segmental revenues in the same year.

The distribution and services segment is responsible for selling replacement parts and focuses on oil and gas, and commercial and industrial markets.

The division also provides service mechanics to overhaul and repair engines, transmissions, reduction gears and related oilfield services equipment. The segment accounted for 35.3% of the company's revenues in 2020. Service and parts accounted for 92.7% of the segmental revenues, with the balance coming from manufacturing.

Market-wise, the oil and gas market accounted for 26% of 2020 segmental revenues. The balance came from the commercial and industrial market.

The company's fiscal year coincides with the calendar year.

Source: Zacks Investment Research

Reasons To Buy:

Kirby's cost-reduction efforts to mitigate the coronavirus-related woes are encouraging. Modest improvement in demand is also a boon.

- ▲ Gradual recovery in activity levels at the distribution and services segment since the fourth quarter of 2020 is encouraging. For the distribution and services segment, Kirby forecasts year-over-year improvement in revenues and operating income in 2021 with improvement in economic activity and growth in oilfield. The company anticipates improving economic conditions and growth in on-highway market to aid commercial and industrial revenues in the current year. In the oil and gas market, the company anticipates higher commodity prices and increasing well completions activity to lead to higher demand for new transmissions, service and parts, as well as higher pressure pumping remanufacturing activity. With this, Kirby estimates operating margins in the distribution and services segment to be positive in the low-to-mid single digits for the full year.

- ▲ Within the distribution and services segment, the commercial and industrial market is benefiting from the acquisition of Convoy Servicing Company in January 2020. At the commercial and industrial markets, Kirby witnessed improved demand for parts and service in the on-highway and power generation businesses, higher product sales in Thermo King, and increased deliveries of new marine engines in the fourth quarter of 2020. Additionally, the company's improving cash and cash equivalents is encouraging. At the end of the fourth quarter of 2020, Kirby's cash and cash equivalents stood at $80.3 million, higher than $24.7 million at the end of 2019.

- ▲ Thanks to vaccine distributions and hopes for acceleration in economic recovery, Kirby anticipates improvement in business activity and utilization levels in the second half of 2021. Additionally, cost management efforts are partly offsetting the coronavirus-led adversities. For 2021, the company anticipates capital expenditures of $125 million-$145 million, indicating a decline of nearly 10% from the 2020 level. With this reduction, Kirby expects to generate free cash flow of $230 million-$330 million in 2021.

Reasons To Sell:

Weakness in the marine transportation segment due to low volume and poor barge utilization is concerning.

- Low volume and poor barge utilization are weighing on the marine transportation segment's performance. Notably, revenues from the unit declined 11.5% year over year in 2020. Kirby anticipates market conditions to remain weak at the marine transportation unit in the first quarter of 2021 due to increased pricing pressure on contract renewals. Amid surging COVID-19 cases in the United States and the resultant disruptions on its operations, the company expects first-quarter earnings to decline sequentially.

- Within the marine transportation unit, reduced barge utilization and low fuel rebills are weighing on inland market revenues. Kirby anticipates market conditions to remain challenging in inland marine business until the second half of the year. Revenues and operating margin at the unit are expected to decline sequentially in the first quarter of 2021 due to lower pricing on term contract renewals and delays from seasonal winter weather.

- Additionally, coastal market (part of marine transportation unit) revenues are being hurt by reduced barge utilization, lower fuel rebills, retirement of three large capacity vessels, and delays associated with weather-related disruptions. The company anticipates coronavirus-led woes to hamper the coastal market's performance significantly in 2021 and in turn hurt overall results. It estimates coastal revenues and operating margin to decline sequentially in the first quarter primarily due to lower term contract pricing and challenges regarding crewing vessels. For the full year, Kirby anticipates coastal revenues to decline year over year with negative operating margins.

Last Earnings Report

Kirby Earnings Surpass Estimates in Q4

Quarter Ending	12/2020
Report Date	Jan 28, 2021
Sales Surprise	-1.08%
EPS Surprise	54.17%
Quarterly EPS	0.37
Annual EPS (TTM)	1.84

Kirby's fourth-quarter 2020 earnings of 37 cents per share surpassed the Zacks Consensus Estimate of 24 cents. However, the bottom line plunged 36.2% year over year.

Total revenues of $489.8 million lagged the Zacks Consensus Estimate of $495.1 million and declined 25.3% year over year. The top line was hurt by a decline in revenues at the marine transportation, and distribution and services segments, stemming from the coronavirus-induced weak economic conditions.

Segmental Performance

The company, through its subsidiaries, operates via the segments marine transportation, and distribution and services.

In the fourth quarter, revenues in the marine transportation unit fell 25.5% year over year to $299.4 million. Segmental operating income also declined 46.4% year over year to $29.2 million. However, operating margin deteriorated to 9.7% from 13.6% in the year-ago quarter.

Inland market revenues dropped 28% year over year due to reduced barge utilization and low fuel rebills. The operating margin for the inland business was in the low-to-mid teens.

Revenues at the coastal market fell 18% year over year due to reduced barge utilization, lower fuel rebills, retirements of three large capacity vessels, and delays associated with hurricanes in the Gulf of Mexico in October. The coastal market recorded negative operating margin in the low-to-mid single digits.

At the distribution and services segment, revenues slumped 25% to $190.3 million due to below-par performance in the oil and gas market. Moreover, the segment reported (1.5%) operating margin in the reported quarter compared with (1.1%) in the year-ago period. On a positive note, activity levels have started to gradually recover in the segment since the fourth quarter.

The oil and gas market was weak during the third quarter due to reduction in oilfield activity and low oil prices. The oil and gas market had a negative operating margin in the mid-teens.

In the commercial and industrial market, revenues increased year over year due to benefits from the acquisition of Convoy Servicing Company in January 2020. The commercial and industrial operating margin was in the low-single digits.

Balance Sheet Highlights

As of Dec 31, 2020, the company had $80.3 million of cash and cash equivalents, compared with $24.7 million at the end of 2019. Long-term debt (including current portion) for this Zacks Rank #4 (Sell) stock increased to $1.5 billion at the end of the fourth quarter from $1.4 billion at the end of Dec 2019. Debt-to-capitalization ratio at the end of fourth-quarter 2020 was 32.2% compared with 28.9% at the end of 2019.

Outlook

Kirby expects to incur capital expenditures of $125 million-$145 million in 2021. Additionally, net cash provided by operating activities is expected to be $375 million-$455 million for the company in 2021. Free cash flow is estimated to be $230 million-$330 million in the year.

Valuation

Kirby's shares are up 16.2% in the year-to-date period and 32.6% in the trailing 12-month period. Stocks in the Zacks sub-industry and the sector are up 34.9% and 9.6%, respectively in the year-to-date period. In the past year, the Zacks sub-industry and the sector are up 46.7% and 71.5%, respectively.

The S&P 500 Index is up 7.4% and 53.5% in the year-to-date period and in the past year, respectively.

The stock is currently trading at 1.64X forward 12-month price-to-sales, which compares to 1.52X for the Zacks sub-industry, 1.67X for the Zacks sector and 4.64X for the S&P 500 index.

Over the past five years, the stock has traded as high as 2.3X and as low as 0.73X, with a 5-year median of 1.54X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $63 price target reflects 1.71X forward 12-month sales.

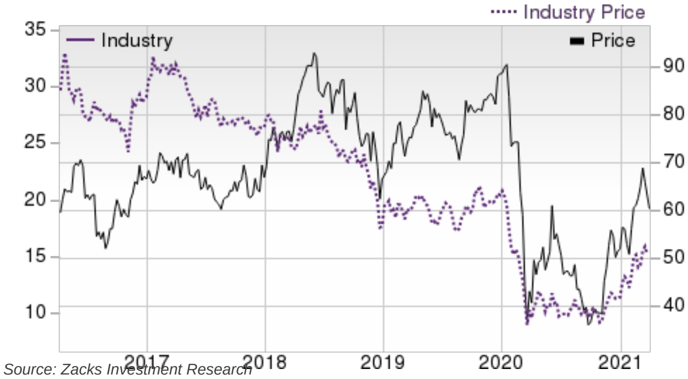
The table below shows summary valuation data for KEX

Valuation Multiples - KEX

		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	1.64	1.52	1.67	4.64
	5-Year High	2.3	2.53	1.67	4.64
	5-Year Low	0.73	1.02	0.87	3.21
	5-Year Median	1.54	1.92	1.29	3.7
EV/EBITDA TTM	Current	22.19	6.91	19.3	17.9
	5-Year High	45.57	14.86	19.3	17.9
	5-Year Low	6.39	4.56	5.19	9.63
	5-Year Median	11.85	9.58	7.5	13.35
P/B TTM	Current	1.17	0.82	5.46	6.79
	5-Year High	1.77	1.12	5.46	6.79
	5-Year Low	0.61	0.49	2.17	3.84
	5-Year Median	1.4	0.84	3.55	4.98

As of 4/01/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 40% (151 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Star Bulk Carriers Corp. **(SBLK)**	Outperform	1
Euronav NV **(EURN)**	Neutral	3
Frontline Ltd. **(FRO)**	Neutral	3
Golar LNG Limited **(GLNG)**	Neutral	3
Pacific Basin Shipping Ltd. **(PCFBY)**	Neutral	3
Scorpio Tankers Inc. **(STNG)**	Neutral	3
Teekay Tankers Ltd. **(TNK)**	Neutral	3
Valaris PLC **(VALPQ)**	Neutral	NA

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

Industry Comparison Industry: Transportation - Shipping

	KEX	X Industry	S&P 500	FRO	GLNG	SBLK
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Outperform
Zacks Rank (Short Term)	5	-	-	3	3	1
VGM Score	C	-	-	C	C	C
Market Cap	3.62 B	435.68 M	29.69 B	1.45 B	1.05 B	1.44 B
# of Analysts	5	2	13	3	4	2
Dividend Yield	0.00%	0.00%	1.34%	16.33%	0.00%	0.00%
Value Score	D	-	-	A	B	B
Cash/Price	0.02	0.22	0.06	0.12	0.24	0.13
EV/EBITDA	-33.89	7.43	16.59	5.23	11.34	13.13
PEG F1	5.64	3.55	2.35	NA	NA	NA
P/B	1.17	0.64	3.95	0.90	0.64	0.93
P/CF	9.65	3.74	16.66	2.59	NA	9.04
P/E F1	42.89	6.62	21.87	11.25	85.76	6.29
P/S TTM	1.67	1.22	3.39	1.19	2.39	2.07
Earnings Yield	2.36%	8.86%	4.49%	8.84%	1.21%	15.94%
Debt/Equity	0.48	0.88	0.66	1.25	0.84	0.88
Cash Flow ($/share)	6.24	1.55	6.78	2.84	-0.56	1.60
Growth Score	D	-	-	D	B	F
Historical EPS Growth (3-5 Years)	-4.21%	-2.39%	9.39%	39.89%	NA	-49.56%
Projected EPS Growth (F1/F0)	-22.93%	44.49%	15.29%	-69.33%	122.59%	1,255.88%
Current Cash Flow Growth	-13.08%	5.14%	0.44%	108.86%	1,846.25%	4.58%
Historical Cash Flow Growth (3-5 Years)	-3.74%	6.18%	7.37%	10.07%	8.05%	78.53%
Current Ratio	2.25	1.15	1.39	1.34	0.25	1.15
Debt/Capital	32.23%	46.84%	41.26%	55.59%	45.61%	46.93%
Net Margin	-8.00%	2.96%	10.59%	33.81%	-62.06%	1.39%
Return on Equity	3.59%	4.16%	14.86%	25.93%	0.45%	1.08%
Sales/Assets	0.36	0.22	0.51	0.31	0.10	0.22
Projected Sales Growth (F1/F0)	-1.02%	0.00%	7.36%	-42.65%	-6.26%	38.35%
Momentum Score	A	-	-	F	D	A
Daily Price Change	-0.08%	1.75%	0.97%	2.80%	4.79%	-1.29%
1-Week Price Change	-4.40%	-3.22%	2.12%	3.72%	-5.43%	-10.34%
4-Week Price Change	-3.85%	4.98%	6.95%	3.52%	1.80%	7.33%
12-Week Price Change	5.57%	20.69%	8.07%	14.84%	-5.72%	47.71%
52-Week Price Change	45.17%	66.31%	67.38%	-12.71%	73.18%	174.95%
20-Day Average Volume (Shares)	375,167	387,557	2,332,946	2,347,561	1,754,828	1,429,000
EPS F1 Estimate 1-Week Change	-1.39%	0.00%	0.00%	-34.34%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	-1.39%	0.00%	0.00%	-34.34%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	-20.61%	13.60%	2.24%	-50.32%	-58.79%	85.89%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-166.67%	0.00%	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	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

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

Additional Disclosure

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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