Oct 12, 2020

Pentair plc(PNR)

$49.40 (As of 10/09/20)

Price Target (6-12 Months): **$52.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 06/10/19) Prior Recommendation: Underperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**2-Buy**
	Zacks Style Scores:	VGM:B
	Value: C | Growth: A | Momentum: C	

Summary

Pentair's earnings estimates for the third quarter and current year have undergone upward revisions lately. The company expects adjusted earnings per share (EPS) between $2.00 and $2.20 for the current year aided by its strong pool performance. However, Industrial & Flow Technologies (IFT) and water solutions business will likely face turbulent market conditions. Moreover, inflated material costs are likely to hurt margins. Nevertheless, Pentair is likely to benefit from restructuring initiatives, innovations, productivity improvement, price hikes and efforts to reduce debt level. Plans to expand in the areas of pool and residential and commercial water treatment through investments and acquisitions will act as a catalyst. Cost-reduction initiatives, introduction of products and investments in technology upgrades will also drive growth.

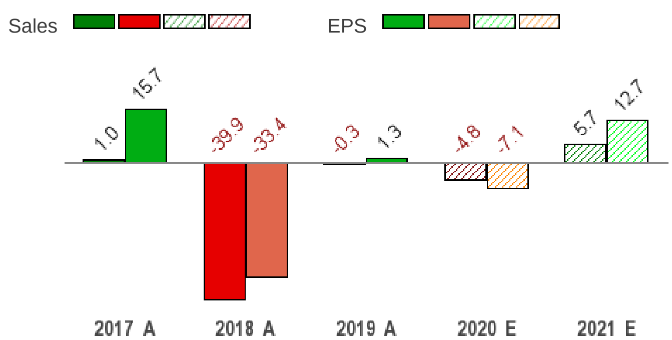
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$49.97 - $22.01**
20-Day Average Volume (Shares)	**1,207,393**
Market Cap	**$8.2 B**
Year-To-Date Price Change	**8.1%**
Beta	**1.35**
Dividend / Dividend Yield	**$0.76 / 1.5%**
Industry	**Manufacturing - Thermal Products**
Zacks Industry Rank	**Top 14% (36 out of 253)**
Last EPS Surprise	**22.9%**
Last Sales Surprise	**5.2%**
EPS F1 Estimate 4-Week Change	**0.2%**
Expected Report Date	**10/20/2020**
Earnings ESP	**5.8%**
P/E TTM	**21.6**
P/E F1	**22.4**
PEG F1	**3.8**
P/S TTM	**2.8**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	746 E	749 E	710 E	779 E	2,975 E
2020	710 A	713 A	674 E	724 E	2,815 E
2019	689 A	800 A	714 A	755 A	2,957 A

EPS Estimates

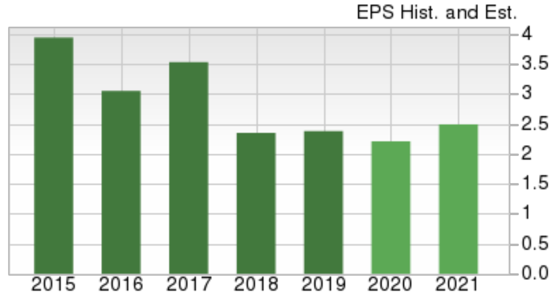
	Q1	Q2	Q3	Q4	Annual*
2021	$0.55 E	$0.68 E	$0.55 E	$0.63 E	$2.49 E
2020	$0.52 A	$0.59 A	$0.50 E	$0.60 E	$2.21 E
2019	$0.43 A	$0.69 A	$0.58 A	$0.68 A	$2.38 A

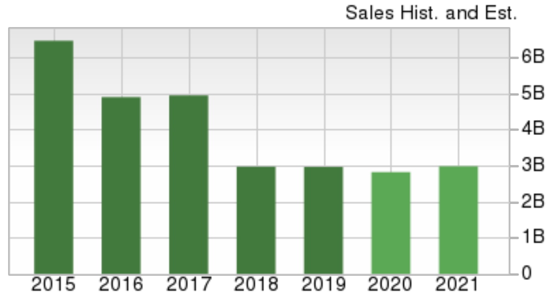
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 10/09/2020. The reports text is as of 10/12/2020.

Overview

Manchester, U.K.-based Pentair delivers a comprehensive range of smart, sustainable water solutions to homes, business and industry globally. Its portfolio of solutions enables customers to access clean, safe water, reduce water consumption, as well as recovering and reusing it. In order to better position its portfolio to align with strategies and customer base, Pentair has reorganized its business segments.





Consumer Solutions: The segment is made up of pool and water solutions. Historically, pool comprised the majority of prior aquatic solutions segment, while water solutions is comprised of residential and commercial filtration that was part of the Filtration Solutions segment. Water solutions consists of components, systems, end-to-end services and focus on the China, Southeast Asia region. The objectives for the Consumer Solutions team are to accelerate revenue growth and income, enhance consumer branding and experiences, and build an expanded services capability.

Industrial & Flow Technologies (IFT): The segment is made up of three businesses. The first piece of IFT is the remainder of previous Filtration Solutions segment. These businesses are focused on industrial filtration, including a strong niche in food and beverage filtration. The other two parts of IFT come from the previous Flow Technologies segment. The two businesses are residential irrigation flow, think small pumps, and commercial and infrastructure flow, which is primarily larger engineered pumps. This segment is primarily focused on B2B customers. Combining these businesses in this new structure can realize incremental value in the areas of engineering, solutions, sourcing, technology, IoT, innovation and regional support.

In February 2019, Pentair acquired Aquion and Pelican for $160 million and $120 million in cash, respectively. Aquion offers a diverse line of water conditioners, water filters, drinking-water purifiers and other products for the residential and commercial water treatment industry. Pelican provides residential whole home water treatment systems.

Source: Zacks Investment Research

Reasons To Buy:

> Pentair will gain from introduction of products, acquisitions and investments in sync with its growth initiatives in the areas of pool and residential and commercial water treatment.

- ▲ The company has implemented actions to reduce its cost structure in the wake of the current demand environment and economic uncertainty on account of the coronavirus outbreak. The company is taking necessary actions to mitigate the expected top-line decline. Further, productivity improvement and price hikes implemented to combat higher input costs will continue to aid results. In order to improve customer's purchasing decision, the company has re-organized its business into two reporting segments, Consumer Solutions and IFT. The segment restructuring is focused on better alignment of customer products and service offerings to boost customer experience while also driving growth.

- ▲ Pentair is focused on optimizing free cash flow and liquidity. The company has taken measures to enhance liquidity, including implementing cost-saving initiatives and temporarily suspending share repurchases. Its strong balance sheet places it well to navigate through the current turbulent situation. Pentair intends to reduce debt levels and expects to generate strong free cash flow in the current year. The company generated free cash flow of $417 million in the June-end quarter compared with the $343 million witnessed in the year-earlier quarter. The company also had $764 million available under revolving credit facility of $900 million. Its total debt to total capital ratio stands at 0.34 at the end of second-quarter, lower than prior quarter's 0.43. Further, Pentair's times interest earned ratio is pegged at 15.4X. This further underscores Pentair's potential to meet debt obligations.

- ▲ Pentair is focused on expanding digital transformation, innovation, technology and brand building. In Water Solutions business, Pentair is investing in innovative components, such as flat connected valve for water softeners. The company continues to invest in new areas around commercial office water and total water management within its commercial systems business. Pentair is well poised to gain from these investments over the long term. The company is focused on leveraging solid product and technology offerings to help customers deliver smart, sustainable solutions. Moreover, Pentair Home app and Pentair Pro app for consumers and dealers will connect an entire suite of soon-to-be-launched residential products, including a smart water softening valve, two pool automation systems, and a host of residential flow control products. These solutions will enable the company to generate higher revenues. Pentair expects capital expenditures between $60 million and $70 million for the current year.

- ▲ Pentair continues to witness strong improvement in its Residential facing businesses. The company's pool business has benefited from increased demand for swimming pools amid the shelter-in-place restrictions, in turn, boosting demand for Pentair's equipment. Consequently, the company's Consumer Solutions segment will gain from solid pool demand and improvement in orders this year. The company expects Residential businesses will continue to benefit from improved demand in the near term, considering this business comprises roughly 60% of its portfolio. Pentair is focused on expanding particularly in the areas of pool and residential and commercial water treatment through acquisitions. During the June-end quarter, Pentair acquired an in-floor pool cleaner company that expands its product offerings. Previously, Pentair acquired Aquion, which will help Pentair expand scope and customer offerings in the residential and commercial water treatment arena. Pentair has also acquired Pelican Water Systems which provides residential whole home water treatment systems, enabling it to meet its consumers' residential water needs. These investments bode well for attractive growth opportunities in the current year.

Reasons To Sell:

> Pentair's water solutions and Industrial & Flow Technologies business will be affected by unfavorable impacts of the pandemic. Weak demand and material cost inflation are other concerns.

- Pentair has initiated current-year guidance driven by its strong pool performance, while the IFT and water solutions business will continue to face challenging market conditions. Pentair now expects adjusted EPS between $2.00 and $2.20 for the current year. Uncertainty related to the coronavirus pandemic is likely to hurt the company's performance in the near term.

- Pentair's Consumer Solutions segment is made up of pool and water solutions. The segment's 75% of revenues are generated from the residential business and 25% from commercial business. Pentair's commercial systems business has large exposure to restaurants and hospitality, which is likely to be impacted by muted demand due to temporary shutdowns across hospitality and restaurant industries for the remainder of the current year. Pentair's Water Solutions business is expected to witness slow recovery in the second half as hospitality and commercial offices are likely to remain impacted by the COVID-19 pandemic. Moreover, infection rates increased in key water quality states, such as Florida, Texas and California. If tighter shelter-in-place restrictions are introduced, this might have an impact on Residential Water Solutions business.

- Pentair's IFT segment comprises residential and irrigation flow, commercial and infrastructure flow and industrial filtration businesses. Pentair's commercial and industrial business will likely remain challenged for the current year. Therefore, the segment's top line in the current year will continue to be impacted by reduction in capital spending and aftermarket sales orders by commercial and industrial customers. The backlog-driven Commercial & Infrastructure Flow business manufactures larger engineered pumps for fire suppression and flood control. This business has been affected by slowing orders due to the coronavirus pandemic-related delays.

- Pentair continues to witness inflation in material and other costs which includes the impact of tariffs. This is likely to dent Pentair's margins in the near term. Though the company continues to implement price hikes to counter the impact of higher input costs, it might not always be feasible, considering the competitive environment.

Last Earnings Report

Pentair Beats on Q2 Earnings & Sales, Initiates Guidance

Quarter Ending	06/2020
Report Date	Jul 23, 2020
Sales Surprise	5.18%
EPS Surprise	22.92%
Quarterly EPS	0.59
Annual EPS (TTM)	2.37

Pentair reported second-quarter 2020 adjusted earnings per share (EPS) of 52 cents, beating the Zacks Consensus Estimate of 48 cents. The company had reported earnings of 69 cents per share in the prior-year quarter.

Including one-time items, earnings came in at 44 cents compared with the prior-year quarter's 68 cents.

Net sales declined 10.8% year over year to $713 million. The top-line figure, however, surpassed the Zacks Consensus Estimate of $678 million. Excluding the impact of acquisitions, divestitures and currency translation, core sales decreased 10% in the reported quarter.

Cost of sales dropped 8.8% year over year to $468 million. Gross profit in the reported quarter came in at $245 million, down 14.6% from the prior-year quarter. Gross margin came in at 34.4% compared with the year-ago quarter's 35.9%.

Selling, general and administrative expenses totaled $117 million compared with the prior-year quarter's $132 million. Research and development expenses declined 19% year over year to $17.3 million. Adjusted segmental operating income fell 19% year over year to $125 million.

Segmental Performance

Net sales in the Consumer Solutions segment slid 8.2% year over year to $401 million. Operating earnings fell 11% year over year to $97 million.

Net sales in the Industrial and Flow Technologies segment totaled $312 million, down 13.8% from the prior-year quarter. Operating earnings decreased 26% year over year to $44 million.

Financial Update

Pentair had cash and cash equivalents of $90.6 million as of Jun 30, 2020, up from $82.5 million as of Dec 31, 2019. Net cash from operating activities was $429 million during second-quarter 2020 compared with the $356 million reported in the prior-year quarter. The company generated free cash flow of $417 million in the June-end quarter compared with the $343 million witnessed in the year-earlier quarter. The company had long-term debt of $1.01 billion as of Jun 30, 2020, down from $1.02 billion as of Dec 31, 2019. Pentair has a borrowing capacity of $764 million under its credit facility.

Guidance

For the current year, Pentair now expects adjusted EPS between $2.00 and $2.20. The company expects revenues of $2.8 billion.

Valuation

Pentair's shares are up 8.1% in the year-to-date period and 33.4% over the trailing 12-month period. Stocks in the Zacks Manufacturing – Thermal Products industry and the Industrial Products sector are both up 5.8% in the year-to-date period. Over the past year, the Zacks sub-industry and the sector are up 32.7% and 18.7%, respectively.

The S&P 500 index is up 7.9% in the year-to-date period and 17.4% in the past year.

The stock is currently trading at 20.42X forward 12-month earnings, which compares with 20.74X for the Zacks sub-industry, 23.46X for the Zacks sector and 22.61X for the S&P 500 index.

Over the past five years, the stock has traded as high as 20.53X and as low as 8.90X, with a 5-year median of 16.65X.

Our Neutral recommendation indicates that the stock will perform in line with the market. Our $52 price target reflects 21.41X Forward 12-month earnings.

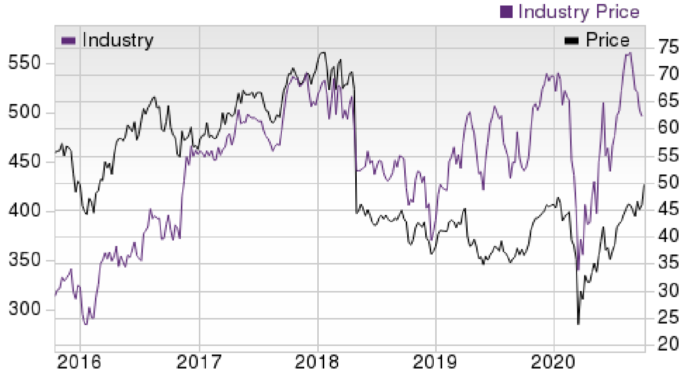
The table below shows summary valuation data for PNR:

Valuation Multiples - PNR

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	20.42	20.74	23.46	22.61
	5-Year High	20.53	21.07	23.46	23.47
	5-Year Low	8.9	11.11	12.55	15.27
	5-Year Median	16.65	16.44	17.68	17.68
P/S F12M	Current	2.8	3.77	3.13	4.16
	5-Year High	2.8	3.78	3.13	4.31
	5-Year Low	1.17	1.13	1.6	3.18
	5-Year Median	2.27	2.43	2.07	3.67
EV/EBITDA TTM	Current	15.85	21.88	20.72	15.24
	5-Year High	17.72	22.29	20.72	15.68
	5-Year Low	8.29	10.04	11.08	9.55
	5-Year Median	13.12	13.88	15.01	13.09

As of 10/09/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 14% (36 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Timken Company The **(TKR)**	Outperform	2
Crane Company **(CR)**	Neutral	2
Carlisle Companies Incorporated **(CSL)**	Neutral	4
Dover Corporation **(DOV)**	Neutral	2
Flowserve Corporation **(FLS)**	Neutral	2
IDEX Corporation **(IEX)**	Neutral	3
Lennox International, Inc. **(LII)**	Neutral	2
Rockwell Automation, Inc. **(ROK)**	Neutral	2

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

Industry Comparison Industry: Manufacturing - Thermal Products

Industry Peers

	PNR	X Industry	S&P 500	FLS	IEX	ROP
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	2	3	2
VGM Score	B	-	-	B	C	D
Market Cap	8.23 B	2.86 B	23.82 B	3.84 B	14.38 B	43.39 B
# of Analysts	11	6	14	8	6	6
Dividend Yield	1.53%	0.00%	1.59%	2.71%	1.05%	0.49%
Value Score	C	-	-	B	D	D
Cash/Price	0.01	0.02	0.07	0.16	0.05	0.05
EV/EBITDA	17.68	15.71	13.54	9.26	22.39	16.49
PEG F1	3.78	3.99	2.94	3.49	3.97	3.15
P/B	4.22	4.22	3.51	2.27	6.36	4.38
P/CF	17.21	14.96	13.47	9.79	27.72	24.02
P/E F1	22.35	22.84	22.09	17.59	39.74	33.09
P/S TTM	2.84	2.56	2.67	0.99	6.03	8.03
Earnings Yield	4.46%	4.38%	4.31%	5.70%	2.52%	3.02%
Debt/Equity	0.52	0.53	0.70	0.81	0.46	0.53
Cash Flow ($/share)	2.88	2.88	6.92	3.01	6.87	17.25
Growth Score	A	-	-	C	B	D
Historical EPS Growth (3-5 Years)	-11.49%	27.35%	10.45%	-9.02%	13.05%	20.23%
Projected EPS Growth (F1/F0)	-7.18%	-17.41%	-3.01%	-23.81%	-17.38%	-4.04%
Current Cash Flow Growth	-3.19%	1.77%	5.47%	15.12%	4.80%	11.79%
Historical Cash Flow Growth (3-5 Years)	-11.06%	23.62%	8.50%	-8.93%	7.29%	16.15%
Current Ratio	1.33	1.33	1.35	2.23	3.48	1.27
Debt/Capital	34.19%	34.77%	42.90%	44.72%	31.60%	34.76%
Net Margin	11.58%	9.67%	10.28%	3.77%	15.71%	29.75%
Return on Equity	20.25%	23.96%	14.79%	14.96%	18.15%	14.20%
Sales/Assets	0.69	0.81	0.51	0.81	0.61	0.30
Projected Sales Growth (F1/F0)	-4.71%	-8.76%	-0.62%	-7.58%	-8.30%	2.89%
Momentum Score	C	-	-	B	A	C
Daily Price Change	1.56%	1.00%	0.24%	1.10%	0.22%	2.66%
1-Week Price Change	2.11%	0.52%	2.13%	2.48%	0.50%	-0.60%
4-Week Price Change	14.13%	1.00%	4.78%	5.74%	7.33%	4.70%
12-Week Price Change	18.78%	5.84%	7.34%	-1.57%	13.03%	2.21%
52-Week Price Change	37.25%	12.56%	6.73%	-32.43%	22.00%	21.86%
20-Day Average Volume (Shares)	1,207,393	243,502	2,121,744	975,376	335,665	492,022
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.21%	0.00%	0.00%	1.59%	2.20%	0.52%
EPS F1 Estimate 12-Week Change	6.80%	7.11%	3.47%	17.02%	2.79%	3.00%
EPS Q1 Estimate Monthly Change	1.51%	0.85%	0.00%	0.00%	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	C
Growth Score	A
Momentum Score	C
VGM Score	B

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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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.