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Jun 17, 2021

Phillips 66 (PSX)

$90.74 (As of 06/16/21)

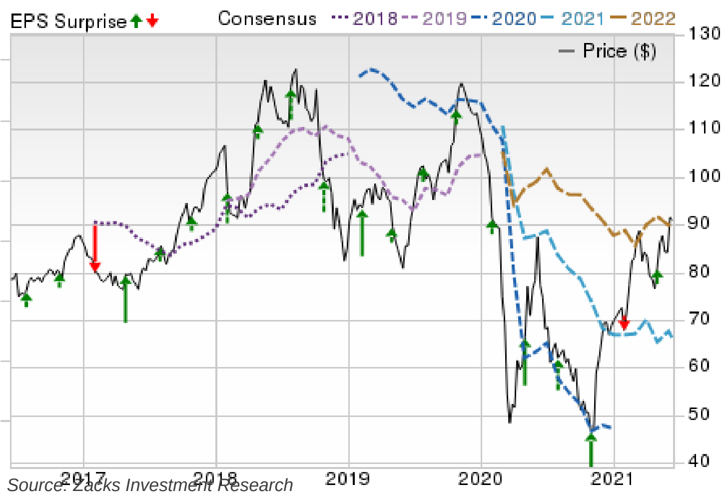
Price Target (6-12 Months): **$95.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 05/26/20) Prior Recommendation: Underperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**4-Sell**
	Zacks Style Scores:	VGM:C
	Value: B | Growth: C | Momentum: C	

Summary

Phillips 66 is the leading player in each of its operations like refining, chemicals and midstream in terms of size, efficiency and strength. With its oil and gas pipeline network, spreading across 22,000 miles, the company is a leader in the midstream business, thereby generating stable fee-based revenues. Also, the firm's Sweeny Hub capacity expansion will deliver strong growth. Notably, lower costs and expenses are expected to boost the company's profit levels. However, lower refined product demand, including that of jet fuel, is affecting its bottom line. Moreover, decreased realized refining margins are reducing Phillips 66's profits. Furthermore, its levered balance sheet with a $15.4 billion debt and cash and cash equivalents of only $1.4 billion can affect financial flexibility. As such, the stock warrants a cautious stance.

Price, Consensus & Surprise

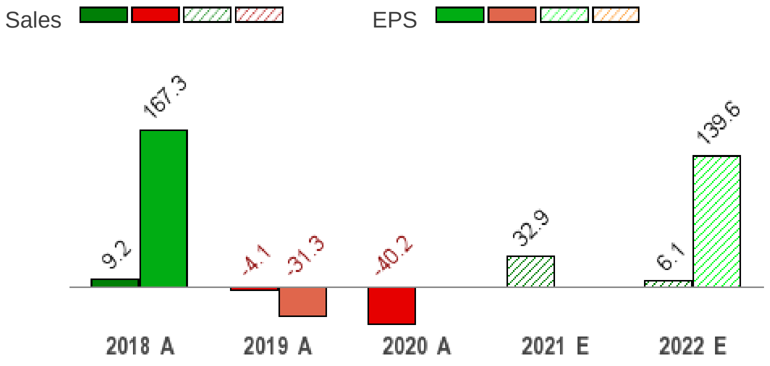


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$94.34 - $43.27**
20-Day Average Volume (Shares)	**2,574,580**
Market Cap	**$39.7 B**
Year-To-Date Price Change	**29.7%**
Beta	**1.69**
Dividend / Dividend Yield	**$3.60 / 4.0%**
Industry	**Oil and Gas - Refining and Marketing**
Zacks Industry Rank	**Bottom 19% (205 out of 252)**
Last EPS Surprise	**17.7%**
Last Sales Surprise	**29.9%**
EPS F1 Estimate 4-Week Change	**-0.1%**
Expected Report Date	**07/30/2021**
Earnings ESP	**6.1%**
P/E TTM	**NA**
P/E F1	**33.2**
PEG F1	**3.9**
P/S TTM	**0.6**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	23,019 E	23,952 E	24,777 E	21,346 E	92,293 E
2021	21,927 A	20,530 E	22,204 E	22,360 E	87,022 E
2020	21,244 A	11,183 A	16,299 A	16,768 A	65,494 A

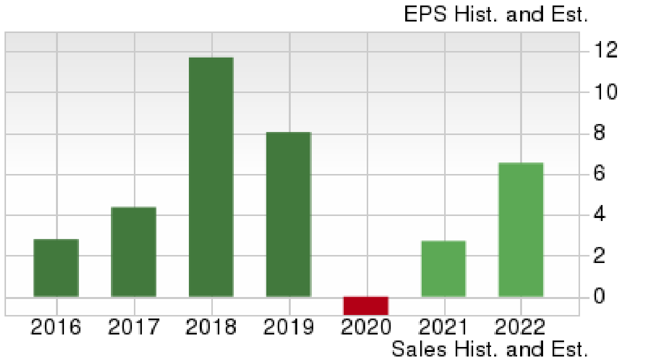
EPS Estimates

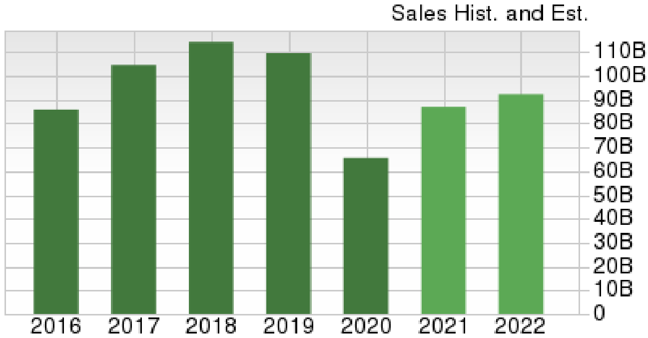
	Q1	Q2	Q3	Q4	Annual*
2022	$1.22 E	$2.26 E	$2.68 E	$1.70 E	$6.54 E
2021	-$1.16 A	$0.99 E	$1.87 E	$1.33 E	$2.73 E
2020	$1.02 A	-$0.74 A	-$0.01 A	-$1.16 A	-$0.89 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/16/2021. The report's text and the analyst-provided price target are as of 06/17/2021.

Overview





Based in Houston, TX, Phillips 66's operations incorporate refining, midstream, marketing and specialties, and chemicals. The company, in its current form, came into existence following the 2012 spin-off of ConocoPhillips' downstream business into a separate, independent and publicly-traded entity. The company's operations include processing, transportation, storing and marketing fuels and products all over the world. Phillips 66 Partners, the company's master limited partnership, is an important asset in the portfolio. As of Dec 31, 2020, Phillips 66 had about 14,300 employees and $55 billion of assets. The company operates through the four business segments, namely, Midstream, Chemicals, Refining, and Marketing and Specialties.

Midstream – contributed $1,382 million to total earnings in 2020 – gathers, processes, transports and markets natural gas; and transports, fractionates and markets NGL in the United States. In addition, this segment transports crude oil and other feedstocks to its refineries and other locations, and delivers refined and specialty products to the market.

Chemicals – contributed $617 million in profits – manufacture and markets petrochemicals and plastics on a worldwide basis. The segment consists of its 50% stake in the joint venture (JV) with Chevron, named Chevron Phillips Chemical Company LLC.Assets of the JV are primarily located on the U.S. Texas Gulf Coast and Middle East. Moreover, the JV has manufacturing properties all around the world.

Refining – delivered $3,332 million loss – buys, sells and refines crude oil and other feedstocks at its refineries. The company owns interest in 13 refineries located in the United States and in Europe.

Marketing and Specialties – contributed $1,419 million in profits – purchases for resale and markets refined products, mainly in the United States and Europe. In addition, this segment includes the manufacturing and marketing of specialty products.

Source: Zacks Investment Research

Reasons To Buy:

- Phillips 66 is the leading player in each of its operations like refining, chemicals and midstream in terms of size, efficiency and strengths. The company is on track to enhance its potential in every business segment by streamlining its portfolio of assets and by investing in growth developments.

Phillips 66 is strongly positioned to gain from rising demand for midstream assets in the United States.

- Midstream businesses have significant demand in the United States as there is a huge need for pipeline and infrastructure properties in the flourishing shale plays. To capitalize on the trend, the company allocated a significant portion of its capital budget for midstream operations, which will bring high margin and strong-growth. Precisely, it has an oil and gas pipeline network of 22,000 miles, which is expected to increase in the coming days. As such, the company is an industry leader in the midstream business.

- It completed expansion projects of two new fractionators of 150,000 barrels per day (bpd) each at the Sweeny Hub. The move boosted total fractionation capacity at the site to 400,000 bpd, supported by long-term commitments from clients. Following the addition of fourth fractionator, the capacity will rise to 550, bpd. Also, its marine export terminal is expected to be completed by first-quarter 2021 and have two deepwater docks with a throughput capacity of up to 800,000 bpd. It will also have a storage capacity of 8.6 million barrels.

- Moreover, the International Maritime Organization, through the IMO 2020 regulations, has reduced the sulphur content in marine fuels, which increased the demand for distillate fuels. Phillips 66, with its updated refining assets, sits well-positioned for making massive profits. Notably, the company has started the San Francisco Refinery in Rodeo, CA, which will likely meet the growing demand for renewable fuels.

Reasons To Sell:

> Phillips 66 is being affected by significant decline in worldwide refining margins.

- The company reported a massive adjusted pre-tax loss of $1,026 million in refining operations in the March quarter of 2021, wider than the year-ago loss of $401 million. This underperformance was attributed to challenging market conditions, and turnaround and maintenance activities due to the winter storm. The segment's realized refining margins on a worldwide basis fell to $4.36 per barrel from the year-ago quarter's $7.11.
- The coronavirus pandemic has dented global energy demand. The situation is unlikely to dramatically improve in the near term as some major economies in Asia are witnessing high infections. Jet fuel and overall refined product demand are likely to stay down, hurting the company's refining margins. This makes the outlook of the company's energy business gloomy.
- Although Phillips 66 is committed to constantly returning capital to shareholders through dividend payments, the company has paid lower dividends than the industry in the past year. Moreover, given the volatile business scenario owing to the pandemic, the company is unlikely to raise the dividend and start buybacks again, in the short term.
- As of Mar 31, 2021, cash and cash equivalents were $1.4 billion, down sequentially from $2.5 billion. Moreover, consolidated debt amounted to $15.4 billion. Importantly, given the weakness in energy demand due to the coronavirus pandemic, the company's earnings will remain under pressure, which might pose difficulty in debt repayment.

Last Earnings Report

Phillips 66 Beats Q1 Earnings Estimates on Higher Refining Margin

Quarter Ending	03/2021
Report Date	Apr 30, 2021
Sales Surprise	29.92%
EPS Surprise	17.73%
Quarterly EPS	-1.16
Annual EPS (TTM)	-3.07

Phillips 66 reported first-quarter 2021 adjusted loss per share of $1.16, narrower than the Zacks Consensus Estimate of a loss of $1.41. The company reported adjusted earnings of $1.02 per share in the year-ago quarter.

Quarterly revenues totaled $21,927 million, up from the year-ago quarter's $21,244 million. Moreover, the top line beat the Zacks Consensus Estimate of $16,877 million.

The better-than-expected results were due to lower costs and expenses as well as improved base oil and finished lubricant margins. Higher refining margin from Atlantic Basin/Europe further boosted the results. The positives were partially offset by low demand for refined products caused by the coronavirus pandemic. Moreover, the severe impact of winter storms in Gulf Coast and Central regions affected its operations.

Segmental Results

Midstream

The segment generated adjusted pre-tax quarterly earnings of $276 million, down from $460 million in the year-ago quarter. Profits from DCP Midstream, NGL and Other significantly decreased for the first quarter. Lower pipeline and terminal volumes affected transportation.

Chemicals

Adjusted pre-tax earnings of $184 million were down from $193 million in the prior-year quarter. CPChem's O&P business was affected by the winter storm that decreased production and increased utility expenses. Its global O&P utilization rate came in at 79%.

Refining

It reported a huge adjusted pre-tax loss of $1,026 million compared with the year-ago loss of $401 million. This underperformance was caused by challenging market conditions, and turnaround and maintenance activities due to the winter storm. The segment's realized refining margins on a worldwide basis fell to $4.36 per barrel from the year-ago quarter's $7.11. Moreover, the same in Central Corridor and West Coast fell to $5.97 and $3.33 per barrel from the year-ago level of $13.50 and $4.80, respectively.

However, Atlantic Basin/Europe witnessed an increase in margins from $2.38 per barrel in the year-ago quarter to $4.86 for the March quarter of 2021.

Marketing and Specialties

Pre-tax earnings decreased to $290 million from $488 million in the year-ago quarter.

While realized marketing fuel margins in the United States decreased to $1.94 per barrel from the year-ago quarter's $2.08, the same in international markets declined to $4.01 from the year-ago level of $8.53. The negatives were partially offset by improved base oil and finished lubricant margins.

Costs and Expenses

Total costs and expenses for the first quarter decreased to $22,698 million from $23,722 million in the year-ago period. Notably, impairment charges were significantly higher than the year-ago period.

Financial Condition

For the reported quarter, Phillips 66 generated $271 million of cash from operations. Its capital expenditures and investments totaled $331 million. It paid dividends of $394 million in the reported quarter.

As of Mar 31, 2021, cash and cash equivalents were $1.4 billion, down sequentially from $2.5 billion. Total liquidity of the company was $6.7 billion. Consolidated debt decreased to $15.4 billion from $15.9 billion in fourth-quarter 2020. Its debt to capitalization was 43%.

Outlook

The company recently started the San Francisco Refinery in Rodeo, CA, which will likely meet the growing demand for renewable fuels. It intends to resume construction of the fourth fractionator at the Sweeny Hub in the June quarter. Post completion of the same, the Sweeny Hub will have a fractionation capacity of 550,000 bpd. CPChem expects to reach a final investment decision for U.S. Gulf Coast project by 2022.

Valuation

Phillips 66 shares are up 29.7% in the year-to-date period and 19% over the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Oils-Energy sector are up 35% and 29%, respectively, in the year-to-date period. Over the past year, the Zacks sub-industry and sector are 27.2% and 35.8%, respectively.

The S&P 500 index is up 13.2% in the year-to-date period, and 37.7% in the past year.

The stock is currently trading at 20.25X forward 12-month earnings, which compares to 25.50X for the Zacks sub-industry, 12.78X for the Zacks sector and 21.71X for the S&P 500 index.

Over the past five years, the stock has traded as high as 27.30X and as low as 4.86X, with a 5-year median of 14.90X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $95.00 price target reflects 21.20X F12M earnings.

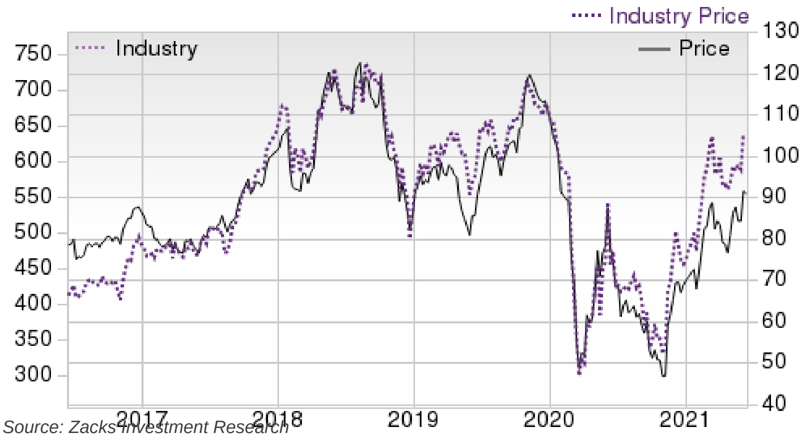
The table below shows summary valuation data for PSX.

Valuation Multiples - PSX

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	20.25	25.5	12.78	21.71
	5-Year High	27.3	422.45	55.86	23.83
	5-Year Low	4.86	NA	11.25	15.31
	5-Year Median	14.9	13.86	16.62	18.05
EV/EBITDA TTM	Current	NA	72.9	5.84	17.34
	5-Year High	98.2	157.63	10.58	17.74
	5-Year Low	NA	4.23	3.1	9.63
	5-Year Median	15.59	8.88	5.76	13.47
P/S F12M	Current	0.44	0.41	0.9	4.7
	5-Year High	0.53	0.41	1.46	4.74
	5-Year Low	0.16	0.17	0.6	3.21
	5-Year Median	0.39	0.29	0.94	3.72

As of 06/16/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 19% (205 out of 252)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
BP p.l.c. **(BP)**	Neutral	3
Delek US Holdings, Inc. **(DK)**	Neutral	3
Enterprise Products Partners L.P. **(EPD)**	Neutral	3
HollyFrontier Corporation **(HFC)**	Neutral	3
Marathon Petroleum Corporation **(MPC)**	Neutral	3
PBF Energy Inc. **(PBF)**	Neutral	3
Royal Dutch Shell PLC **(RDS.A)**	Neutral	2
Valero Energy Corporation **(VLO)**	Neutral	3

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

Industry Comparison Industry: Oil And Gas - Refining And Marketing

	PSX	X Industry	S&P 500	MPC	PBF	VLO
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	3	3	3
VGM Score	C	-	-	C	D	D
Market Cap	39.73 B	2.02 B	29.96 B	41.30 B	2.07 B	33.30 B
# of Analysts	6	4	12	6	12	6
Dividend Yield	3.97%	0.00%	1.3%	3.67%	0.00%	4.81%
Value Score	B	-	-	C	D	C
Cash/Price	0.03	0.21	0.05	0.02	0.73	0.07
EV/EBITDA	-17.48	4.70	17.13	-7.02	-10.68	49.75
PEG F1	3.85	3.23	2.12	1.29	NA	12.36
P/B	1.94	1.69	4.17	1.45	0.95	1.78
P/CF	38.31	8.54	17.46	33.94	NA	30.63
P/E F1	32.70	33.26	21.27	37.56	NA	67.79
P/S TTM	0.60	0.51	3.46	0.56	0.14	0.52
Earnings Yield	3.01%	1.85%	4.62%	2.65%	-24.39%	1.47%
Debt/Equity	0.73	1.08	0.66	1.08	2.17	0.74
Cash Flow ($/share)	2.37	2.08	6.83	1.86	-7.00	2.66
Growth Score	C	-	-	C	D	F
Historical EPS Growth (3-5 Years)	16.98%	16.98%	9.44%	16.22%	54.15%	-25.49%
Projected EPS Growth (F1/F0)	406.55%	59.46%	21.49%	148.98%	64.28%	138.52%
Current Cash Flow Growth	-79.39%	-59.06%	0.86%	-81.44%	-250.97%	-76.47%
Historical Cash Flow Growth (3-5 Years)	-27.85%	-7.44%	7.28%	-23.43%	NA	-29.99%
Current Ratio	1.26	1.43	1.39	1.89	1.43	1.43
Debt/Capital	42.15%	52.62%	41.51%	52.62%	68.44%	42.65%
Net Margin	-3.22%	-1.43%	11.95%	-1.43%	-2.49%	-0.43%
Return on Equity	-6.12%	-6.12%	16.48%	-7.64%	-65.35%	-10.68%
Sales/Assets	1.21	1.21	0.51	0.87	1.40	1.23
Projected Sales Growth (F1/F0)	32.87%	31.76%	9.41%	2.09%	49.38%	39.59%
Momentum Score	C	-	-	B	B	C
Daily Price Change	-1.48%	-0.36%	-0.54%	-0.61%	0.41%	-1.02%
1-Week Price Change	-0.56%	-0.37%	0.10%	-0.77%	0.00%	-2.34%
4-Week Price Change	5.84%	6.18%	2.62%	6.26%	18.14%	5.41%
12-Week Price Change	10.62%	1.48%	8.60%	19.01%	28.42%	13.49%
52-Week Price Change	24.51%	30.71%	35.66%	70.43%	44.44%	30.71%
20-Day Average Volume (Shares)	2,574,580	647,573	1,734,994	7,739,576	2,392,107	2,917,296
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	-0.12%	7.76%	0.05%	25.59%	7.44%	23.46%
EPS F1 Estimate 12-Week Change	-18.76%	-4.14%	3.39%	420.06%	10.65%	-32.16%

EPS Q1 Estimate Monthly Change	-0.20%	0.00%	0.00%	27.92%	-9.55%	29.61%

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	B
Growth Score	C
Momentum Score	C
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.

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

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

Glossary of Terms and Definitions

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

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

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

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

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

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a 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.