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Aug 31, 2020

# Transocean Ltd. (RIG)

**$1.35** (As of 08/28/20)

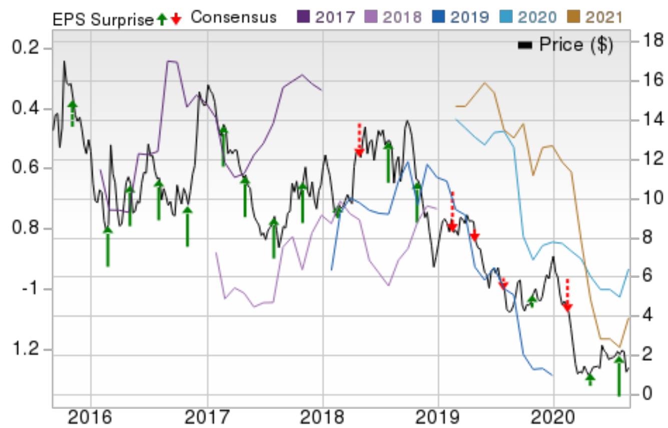
Price Target (6-12 Months): **$2.00**

| | | |
|---|---|---|
| Long Term: 6-12 Months | **Zacks Recommendation:**<br>(Since: 10/02/18)<br>Prior Recommendation: Outperform | **Neutral** |
| Short Term: 1-3 Months | **Zacks Rank:** (1-5)<br>Zacks Style Scores:<br>Value: B \| Growth: B \| Momentum: F | **3-Hold**<br>VGM:B |

## Summary

Being the largest provider offshore contract drilling services, Transocean's unrivalled backlog of $8.9 billion offers cash flow visibility. As it is, the company's technologically advanced and versatile drilling fleet differentiates it from competitors and provides it with an edge. Transocean is also taking necessary steps to enhance its fleet with modern and competitive rigs, while scrapping off old and incompetent drillships, which is expected to make its operations more technically effective and efficient. However, the Ocean Rig acquisition has impacted the financials of RIG, leading to stock issuance, debt addition along with cash reduction. To add to the negatives, things are looking bleak for the offshore drilling sector on account of the virus-induced slump. Hence, investors are advised to wait for a better entry point.

## Price, Consensus & Surprise

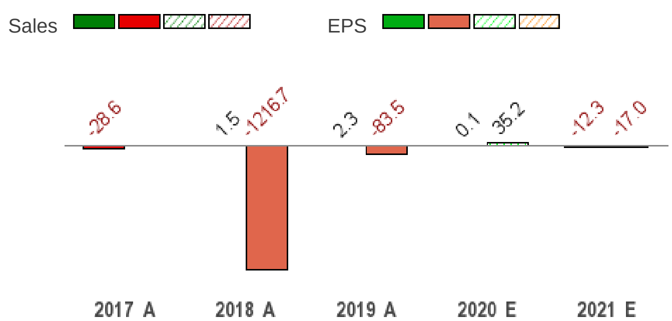



*Source: Zacks Investment Research*

## Data Overview

| | |
|---|---|
| 52-Week High-Low | **$7.28 - $0.76** |
| 20-Day Average Volume (Shares) | **27,911,002** |
| Market Cap | **$829.7 M** |
| Year-To-Date Price Change | **-80.4%** |
| Beta | **2.46** |
| Dividend / Dividend Yield | **$0.00 / 0.0%** |
| Industry | **Oil and Gas - Drilling** |
| Zacks Industry Rank | **Bottom 31% (175 out of 252)** |
| Last EPS Surprise | **100.0%** |
| Last Sales Surprise | **22.9%** |
| EPS F1 Estimate 4-Week Change | **9.0%** |
| Expected Report Date | **NA** |
| Earnings ESP | **0.0%** |
| P/E TTM | **NA** |
| P/E F1 | **NA** |
| PEG F1 | **NA** |
| P/S TTM | **0.3** |

## Sales and EPS Growth Rates (Y/Y %)




## Sales Estimates (millions of $)

| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2021 | 685 E | 710 E | 726 E | 691 E | 2,711 E |
| 2020 | 759 A | 930 A | 779 E | 694 E | 3,090 E |
| 2019 | 754 A | 758 A | 784 A | 792 A | 3,088 A |

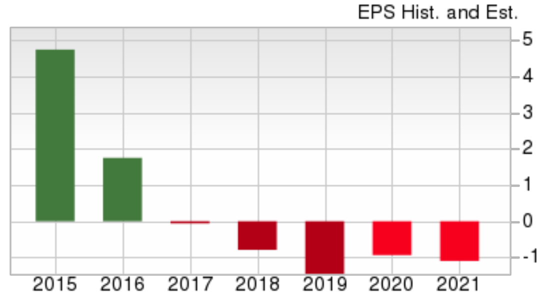
## EPS Estimates

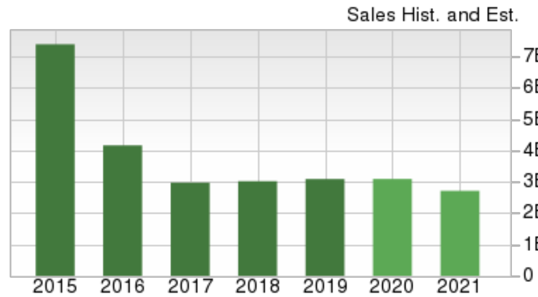
| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2021 | -$0.26 E | -$0.25 E | -$0.26 E | -$0.30 E | -$1.10 E |
| 2020 | -$0.30 A | $0.00 A | -$0.17 E | -$0.29 E | -$0.94 E |
| 2019 | -$0.30 A | -$0.34 A | -$0.38 A | -$0.43 A | -$1.45 A |

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 08/28/2020. The reports text is as of 08/31/2020.

## Overview




Switzerland-based Transocean, Inc. is the world's largest offshore drilling contractor and leading provider of drilling management services. The company provide rigs on a contractual basis to explore and develop oil and gas. Transocean offers offshore drilling rigs, equipment, services and manpower (with particular emphasis on ultra-deepwater and harsh environment drilling services) to exploration and production companies worldwide.

Transocean's fleet is considered one of the most modern and versatile in the world due to its emphasis on technically demanding segments of the offshore drilling business. Transocean's fleet can be broadly divided into three distinct groups based on drilling capabilities: ultra-deepwater floaters, harsh environment floaters and midwater floaters, which accounted for 63.4%, 35.1% and 1.5%, respectively, of its total revenue for 2019.

Transocean's 31 ultra-deepwater floaters are capable of drilling in water depths of 4,500 feet and more. The company's 14 harsh environment floaters are capable of drilling in harsh environment at water depths between 1,500 and 10,000 feet with greater displacement. The four mid-water floaters operate at water depth of less than 4,500 feet.

Moreover, four ultra-deepwater drillships and one harsh environment semisubmersible are currently under construction. Transocean's fleet is considered one of the most modern and versatile in the world due to its emphasis on technically demanding segments of the offshore drilling business.

**Recent Acquisitions: Songa & Ocean Rig**

In early 2018, Transocean acquired Norway-based drilling contractor Songa Offshore for $3.4 billion. As a result of the transaction, the company got seven mobile offshore drilling units, including five harsh environment floaters and two midwater floaters.

In December 2018, Transocean snapped up smaller rival Ocean Rig UDW for $2.7-billion. The deal further strengthened its portfolio, in turn expanding fleet size and quality. Notably, the acquisition gave Transocean 11 mobile offshore drilling units, including nine ultra-deepwater floaters and two harsh environment floaters.


*Source: Zacks Investment Research*

## Reasons To Buy:

- Despite the struggles with coronavirus-induced price and demand slump, Transocean's backlog of $8.9 billion as of Jul 15 reflects steady demand from the customers and offers earnings and cash flow visibility.

Transocean's robust backlog of $8.9 billion offers earnings and cash flow visibility.

- Transocean completed two big buyouts in 2018 which has bolstered the offshore game of the company to a considerable extent. The acquisition of Songa and Ocean Rig has not just boosted the Transocean's fleet size, it also provided the company with significant commercial and operational synergies along with boosting long-term growth prospects.
- With U.S. offshore industry witnessing early signs of revival, as evidenced by the increasing project sanctions, Transocean is poised to capitalize on trend effectively, given its technologically advanced and versatile drilling fleet. Further, as the drilling fundamentals improve with the rebound in oil price, demand for rigs is likely to improve, benefiting the offshore drilling giant. As it is, the company has been taking necessary steps to enhance its fleet with modern and competitive rigs, while scrapping off old and incompetent drillships, which is expected to make its operations more technically effective and efficient.

## Reasons To Sell:

- For most E&P operators, the current oil price in the low-$40s is not enough to support profitable operations, forcing them scrambling to cut costs and stay afloat. As customers drill fewer wells, the demand for contracting work has taken a hit. This puts a great deal of pressure on drilling margins and utilization. In particular, things are looking bleak for the offshore drilling sector, which was among the hardest hit by the 2014 downturn as well. Their sharp price sell-offs reflect their inability to get sufficient daily rates in the current situation. Many oil producers — including biggies Chevron, ExxonMobil and Royal Dutch Shell — have withdrawn from endeavors that require oil to be pegged at $60 per barrel to make a profit and this could consume enough time before they can actually achieve that price again. Such has been the extent of the downturn offshore drillers like Diamond Offshore Drilling, Noble Corporation, Seadrill Limited and Valaris either sought protection from creditors under chapter 11 or already began debt-restructuring discussions to avoid insolvency.

> Things are looking bleak for the offshore drilling sector, which was among the hardest hit by the 2014 downturn as well.

- While Transocean's acquisition of Ocean Rig in a stock-cash deal worth $2.7 billion bodes well for long term growth, it has adversely affected the financial position of the company. The transaction has led to stock issuance, debt addition along with cash reduction. Transocean's total debt is currently more than $9 billion with less than $2 billion in cash and cash equivalents, which continues to fall over the past many quarters. Moreover, the company's debt-to-capitalization as of the end of second quarter was 45.2%, deteriorating from the prior quarter's 44.4%.

- Notably, Transocean has sold couple of Ocean Rig's drillships including Paros and Eirik Raude owing to high reactivation costs. Also many of the Ocean Rig's drillships are currently stacked, involving stacking costs. Moreover, charges related to the reactivation of such drillships along with the technical challenges to make them operational after such long breaks remain a concern. Rig reactivation and impairment charges amid retirement of drillships are likely to weigh down on the company's margins in the coming periods as well.

## Last Earnings Report

### Transocean Reports Break-Even Q2 Earnings

| Quarter Ending | 06/2020 |
|---|---|
| Report Date | **Jul 29, 2020** |
| Sales Surprise | **22.89%** |
| EPS Surprise | **100.00%** |
| Quarterly EPS | **0.00** |
| Annual EPS (TTM) | **-1.11** |

Transocean reported break-even earnings for second-quarter 2020. The Zacks Consensus Estimate was pegged at a loss of 27 cents per share. Also, in the year-ago quarter, the company incurred a loss of 34 cents per share. This outperformance reflects improving utilization and higher revenue efficiency.

Meanwhile, the offshore drilling powerhouse generated total revenues of $930 million, beating the Zacks Consensus Estimate of $757 million and also the prior-year figure of $758 million, primarily on proceeds from a legal settlement with a customer.

### Segmental Revenue Break-Up

Transocean's Ultra-deepwater floaters contributed to 68.4% of total contract drilling revenues while Harsh Environment floaters and Midwater floaters accounted for the remainder. In the quarter under review, revenues from Ultra-deepwater and Harsh Environment floaters totalled $636 million and $293 million each, indicating a respective 31% and 16.7% improvement from the year-ago reported figures of $486 million and $251 million, respectively.

Revenue efficiency was 97.2%, higher than 94.4% reported sequentially. The figure, however, declined from the year-ago value of 97.8%.

### Dayrates and Utilization

Average dayrate in the quarter fell to $307,800 from the year-ago level of $314,900. The company witnessed weak year-over-year average revenues per day from both Midwater floaters and Harsh environment floaters. Overall, fleet utilization was 66% during the quarter, up from the prior-year utilization rate of 56%.

### Backlog

Transocean's backlog record at $8.9 billion as of July reflects a decline of $2.5 billion from the year-ago figure.

### Costs, Capex & Balance Sheet

Operating and maintenance costs increased to $525 million from $510 million a year ago. The company spent $46 million as capital investment in the second quarter. Cash provided by operating activities totalled $87 million. The company had cash and cash equivalents worth $1.51 billion on Jun 30, 2020. Long-term debt was $8.48 billion with debt-to-capitalization of 43.6% as of the same date.

### Guidance

For the third quarter, the company expects adjusted contract drilling revenues to be $800 million with a revenue efficiency of 95%.

Third-quarter operating and maintenance expense is projected to be approximately $500 million. Further, the company projects its G&A expense for the current quarter to be approximately $45 million.

Meanwhile, capital spending for the third quarter comprising capitalized interest is predicted to be almost $80 million, consisting of roughly $50 million for the newbuild drillships under construction and the remaining $30 million for maintenance. Further, management added that it eliminated certain onshore positions — expecting lower activity for this year and the next — to save $80 million in annual costs.

## Valuation

Transocean shares are down 80.4% in the year-to-date period and 70.3% over the trailing 12-month period. Stocks in the Zacks subindustry and the Zacks Oil-Energy sector are down 65.7% and 36.5% in the year-to-date period, respectively. Over the past year, the Zacks subindustry and sector are down 55% and 31.2%, respectively.

The S&P 500 index is up 9% in the year-to-date period and up 20.3% in the past year.

The stock is currently trading at 8.31X trailing 12-month EV/EBITDA, which compares to 8.59X for the Zacks sub-industry, 4.37X for the Zacks sector and 13.29X for the S&P 500 index.

Over the past five years, the stock has traded as high as 16.35 and as low as 2.79X, with a 5-year median of 6.24X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $2 price target reflects 0.43X F12M sales.

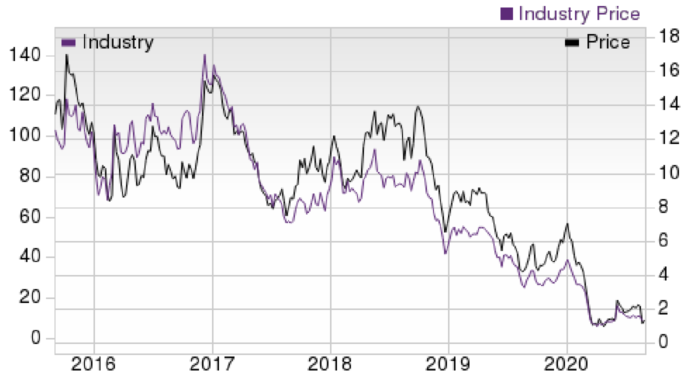
The table below shows summary valuation data for RIG

**Valuation Multiples - RIG**

| | | Stock | Sub-Industry | Sector | S&P 500 |
|---|---|---|---|---|---|
| EV/EBITDA TTM | Current | 8.31 | 8.59 | 4.37 | 13.29 |
| | 5-Year High | 16.35 | 15.3 | 10.48 | 13.29 |
| | 5-Year Low | 2.79 | 4 | 3.05 | 8.22 |
| | 5-Year Median | 6.24 | 8.87 | 6.49 | 10.91 |
| P/S F12M | Current | 0.29 | 0.66 | 0.72 | 3.84 |
| | 5-Year High | 2.28 | 3.43 | 1.47 | 3.84 |
| | 5-Year Low | 0.17 | 0.37 | 0.59 | 2.53 |
| | 5-Year Median | 1.21 | 1.9 | 0.99 | 3.05 |
| P/B TTM | Current | 0.08 | 0.19 | 0.99 | 4.76 |
| | 5-Year High | 0.55 | 0.89 | 1.55 | 4.76 |
| | 5-Year Low | 0.05 | 0.11 | 0.52 | 2.83 |
| | 5-Year Median | 0.29 | 0.61 | 1.32 | 3.76 |

As of 08/28/2020

## Industry Analysis **Zacks Industry Rank:** Bottom 31% (175 out of 252)




*Source: Zacks Investment Research*

## Top Peers

| Company (Ticker) | Rec | Rank |
|---|---|---|
| Diamond Offshore Drilling, Inc. **(DOFSQ)** | Neutral | 3 |
| HelmerichPayne, Inc. **(HP)** | Neutral | 3 |
| Independence Contract Drilling, Inc. **(ICD)** | Neutral | 3 |
| Nabors Industries Ltd. **(NBR)** | Neutral | 3 |
| Noble Corporation **(NE)** | Neutral | 3 |
| Precision Drilling Corporation **(PDS)** | Neutral | 3 |
| PattersonUTI Energy, Inc. **(PTEN)** | Neutral | 3 |
| KONINKLIJKE VPK **(VOPKY)** | Neutral | 3 |

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

## Industry Comparison Industry: Oil And Gas - Drilling

Industry Peers

| | RIG | X Industry | S&P 500 | HP | NBR | PTEN |
|---|---|---|---|---|---|---|
| **Zacks Recommendation (Long Term)** | Neutral | - | - | Neutral | Neutral | Neutral |
| **Zacks Rank (Short Term)** | 3 | - | - | 3 | 3 | 3 |
| **VGM Score** | B | - | - | A | A | B |
| Market Cap | 829.73 M | 108.18 M | 23.71 B | 1.83 B | 342.64 M | 744.00 M |
| # of Analysts | 4 | 2 | 14 | 5 | 2 | 6 |
| Dividend Yield | 0.00% | 0.00% | 1.63% | 5.89% | 0.00% | 2.02% |
| **Value Score** | B | - | - | B | A | A |
| Cash/Price | 2.78 | 1.19 | 0.07 | 0.27 | 1.76 | 0.35 |
| EV/EBITDA | 14.61 | 2.62 | 13.37 | 3.37 | 5.98 | 2.62 |
| PEG F1 | NA | NA | 3.08 | NA | NA | NA |
| P/B | 0.08 | 0.09 | 3.22 | 0.54 | 0.23 | 0.33 |
| P/CF | 5.33 | 0.94 | 12.90 | 2.45 | 0.62 | 0.94 |
| P/E F1 | NA | 9.08 | 21.82 | NA | NA | NA |
| P/S TTM | 0.25 | 0.17 | 2.52 | 0.82 | 0.13 | 0.42 |
| Earnings Yield | -69.63% | -57.96% | 4.41% | -24.25% | -191.41% | -55.92% |
| Debt/Equity | 0.77 | 0.60 | 0.74 | 0.14 | 2.17 | 0.44 |
| Cash Flow ($/share) | 0.25 | 0.38 | 6.94 | 6.94 | 66.31 | 4.23 |
| **Growth Score** | B | - | - | B | A | C |
| Historical EPS Growth (3-5 Years) | NA% | -25.14% | 10.41% | -3.35% | NA | NA |
| Projected EPS Growth (F1/F0) | 35.52% | -20.17% | -4.94% | -335.20% | 25.87% | -123.74% |
| Current Cash Flow Growth | -72.37% | -21.95% | 5.22% | 25.65% | -4.60% | -21.95% |
| Historical Cash Flow Growth (3-5 Years) | -44.46% | -14.88% | 8.50% | -8.86% | -20.25% | -2.53% |
| Current Ratio | 2.07 | 1.90 | 1.35 | 4.09 | 2.20 | 1.90 |
| Debt/Capital | 43.56% | 37.65% | 43.86% | 12.39% | 68.49% | 30.77% |
| Net Margin | -54.06% | -53.13% | 10.25% | -17.81% | -33.84% | -52.19% |
| Return on Equity | -5.92% | -13.13% | 14.66% | 0.61% | -21.14% | -12.67% |
| Sales/Assets | 0.14 | 0.23 | 0.50 | 0.41 | 0.41 | 0.43 |
| Projected Sales Growth (F1/F0) | 0.07% | -0.17% | -1.43% | -37.67% | -29.54% | -55.88% |
| **Momentum Score** | F | - | - | A | C | F |
| Daily Price Change | 8.00% | 0.32% | 0.71% | 2.29% | 5.83% | 3.12% |
| 1-Week Price Change | -47.71% | -5.98% | -1.45% | -10.26% | -29.31% | -17.33% |
| 4-Week Price Change | -35.10% | -5.87% | 4.59% | -5.87% | -3.52% | 0.51% |
| 12-Week Price Change | -18.67% | -12.30% | 4.86% | -32.01% | -5.92% | -23.21% |
| 52-Week Price Change | -70.52% | -70.52% | 3.09% | -54.39% | -55.59% | -55.29% |
| 20-Day Average Volume (Shares) | 27,911,002 | 197,341 | 1,887,168 | 1,624,422 | 689,027 | 3,807,180 |
| EPS F1 Estimate 1-Week Change | 0.00% | 0.00% | 0.00% | 34.99% | 5.12% | 0.00% |
| EPS F1 Estimate 4-Week Change | 9.00% | 2.15% | 0.79% | 23.13% | 13.60% | -1.94% |
| EPS F1 Estimate 12-Week Change | 6.73% | 0.66% | 3.43% | 16.19% | 16.47% | -1.14% |
| EPS Q1 Estimate Monthly Change | 19.05% | 0.10% | 0.00% | -4.49% | 4.17% | 0.20% |

*Source: Zacks Investment Research*

## 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 | B |
| Momentum Score | F |
| 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

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

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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.