

## ResMed Inc.(RMD)

**\$172.00** (As of 09/11/20)

Price Target (6-12 Months): **\$181.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 08/10/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:B

Value: C

Growth: A

Momentum: C

## Summary

ResMed's growth at CER across its key operating segments, reopening of sleep labs and physician practices across many geographies and robust adoption of digital health solutions in the fourth-quarter fiscal 2020 look encouraging. Strength in ventilator and mask sales amid the pandemic buoys optimism. Launch of MaskSelector instills investors' confidence in the stock. A strong solvency level and expansion in both margins buoy optimism. Potential in digital health and growing prospects in new markets boost investors' confidence. Its fourth-quarter results were solid, with earnings and revenues beating the Zacks Consensus Estimate. Over the past year, the company has outperformed its industry. Yet, fall in manufacturing and procurement efficiencies is discouraging. The fall in masks and other sales in some regions does not bode well.

## Price, Consensus & Surprise



## Data Overview

52-Week High-Low	<b>\$209.00 - \$108.85</b>
20-Day Average Volume (Shares)	<b>515,863</b>
Market Cap	<b>\$24.9 B</b>
Year-To-Date Price Change	<b>11.0%</b>
Beta	<b>0.36</b>
Dividend / Dividend Yield	<b>\$1.56 / 0.9%</b>
Industry	<b>Medical - Products</b>
Zacks Industry Rank	<b>Bottom 29% (178 out of 251)</b>

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



Last EPS Surprise	<b>37.1%</b>
Last Sales Surprise	<b>8.4%</b>
EPS F1 Estimate 4-Week Change	<b>0.0%</b>
Expected Report Date	<b>10/22/2020</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>36.1</b>
P/E F1	<b>36.8</b>
PEG F1	<b>3.5</b>
P/S TTM	<b>8.4</b>

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	784 E	855 E	879 E	901 E	3,364 E
2021	702 E	766 E	789 E	818 E	3,084 E
2020	681 A	736 A	769 A	770 A	2,957 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$1.07 E	\$1.22 E	\$1.25 E	\$1.35 E	\$5.13 E
2021	\$0.95 E	\$1.13 E	\$1.18 E	\$1.29 E	\$4.68 E
2020	\$0.93 A	\$1.21 A	\$1.29 A	\$1.33 A	\$4.76 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 09/11/2020. The reports text is as of 09/14/2020.

## Overview

ResMed, Inc. holds a major position as designer, manufacturer, as well as a distributor in the worldwide market for generators, masks, and related accessories for the treatment of sleep-disordered breathing (SDB) and other respiratory disorders. SDB includes obstructive sleep apnea (OSA) and other respiratory disorders that occur during sleep.

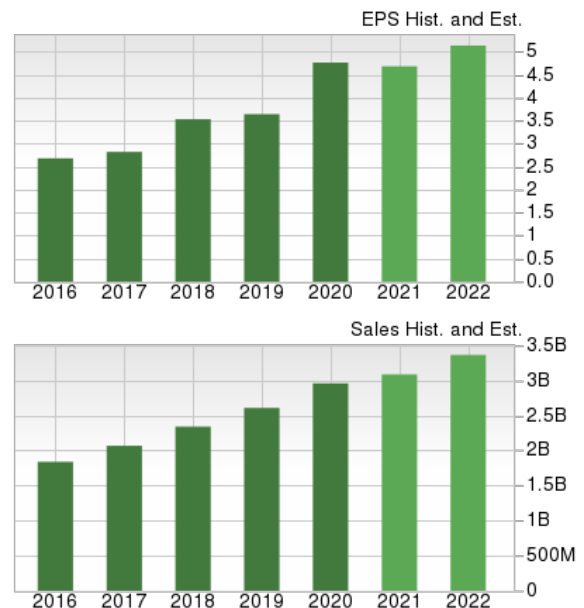
Following multiple acquisitions, including Brightree LLC in April 2016, HEALTHCAREfirst in July 2018 and MatrixCare in November 2018, the company currently has two operating segments, which are the **Sleep and Respiratory Care** segment (88% of total revenues in fiscal 2020) and the **Software-as-a-Service** ("SaaS") segment (approximately 12% in fiscal 2020). In fiscal 2020, the first segment registered 11.7% revenue growth, while the latter registered 28.6% revenue growth from fiscal 2019.

Sleep and Respiratory Care includes Device; and Masks and other.

**Devices** include CPAP, VPAP and AutoSet systems for the titration and treatment of SDB. During fiscal year 2017, AirMini, the smallest portable CPAP on the market was launched. The company also acquired a line of Chinese-developed and manufactured sleep and ventilation devices with the acquisition of Curative Medical in fiscal year 2016.

**Masks and others:** This portfolio consist of different masks for SDB treatments like AirFit F20 in the full-face category and the AirFit N20, AirFit N30i etc.

**SaaS:** Following multiple acquisitions, including Brightree LLC in April 2016, HEALTHCAREfirst in July 2018 and MatrixCare in November 2018, this segment offers out-of-hospital software products.



Source: Zacks Investment Research

## Reasons To Buy:

▲ **Share Price Performance:** Over the past year, the company has outperformed its industry. The stock has gained 31.6% against the 3.3% decline of the industry. ResMed delivered solid fourth-quarter fiscal 2020 results, with earnings and revenues beating the Zacks Consensus Estimate. It is encouraging to note that ResMed registered growth at CER across both its key operating segments — Total Sleep and Respiratory Care and SaaS. The reopening of sleep labs and physician practices across many geographies and robust adoption of digital health solutions look encouraging. Expansion of both margins buoys optimism.

Ventilators and mask sales were particularly strong on ramped-up production and sales of the same amid the pandemic. In this regard, ResMed produced around 100,000 invasive and non-invasive ventilators, including bilevels, during the quarter. Further, the launch of MaskSelector, a digital tool for remote-patient mask selection and sizing, is aimed at enabling patients to receive remote care. All these activities instill investors' confidence in the stock. Further, a strong solvency level and expansion in both margins buoy optimism. The potential in digital health and increasing opportunities in new markets boost investor confidence.

▲ **COVID-19-led Critical Care Drives Demand for Products:** ResMed saw significantly ramped-up demand for its critical care products during the second quarter. Accordingly, it has scaled up production of ventilators, masks and other respiratory devices since March. In the reported quarter, the company produced around 100,000 invasive and non-invasive ventilators, including bi-level positive-pressure ventilators. According to the company, its flagship ventilator — the Astral life-support ventilator — reached a peak of over five times the company's weekly production rates during the fiscal fourth quarter. Further, ResMed anticipates that the demand for its ventilators will continue to be strong even in the post-pandemic situation as few patients who have recovered from the coronavirus infection may suffer from lung damage, thus requiring long-term ventilator support.

Other notable ventilators currently offered by the company include Astral, Stellar, Lumis, as well as non-invasive ventilators like AirCurve, Flexo and the GA. Further, many patients require regular medical check-ups and support. The company believes that to increase the capacity of the health system along with taking care of the interest of patients, innovations like telehealth and telemonitoring are crucial services. ResMed noted that the pandemic has led to the rapid expansion of its Telehealth services as well.

▲ **Progress in Three-Horizon Growth Strategy – a Long-term Goal:** ResMed had identified three horizons for future growth viz, focus on ResMed's core sleep apnea franchise, growth in adjacent product and geographic markets and discover a portfolio of opportunities in new markets.

In terms of progress in the first horizon, which focuses on ResMed's core sleep apnea franchise, ResMed is actively progressing in the field of utilizing digital health technology to convert big data into valuable information. ResMed consists of over 4.5 billion nights of sleep apnea and Chronic Obstructive Pulmonary Disease (COPD) treatment data in the cloud and that growth remains to be staggering.

In this line, the Propeller Health buyout in 2019 was a significant addition to the company's vision of longitudinal solutions in respiratory care. Notably, ResMed has collaborated with Novartis to co-package the Propeller solution and digital platform with the new triple action asthma medication in a brand, Enerzair Breezhaler. Further, the combination has already been cleared by the European Commission for launch.

The partnership with Novartis follows ResMed's receipt of the 510(k) clearance for Propeller sensor for use with the Symbicort inhaler for both asthma and COPD patients from AstraZeneca. The collaborations with Novartis and AstraZeneca, along with previously-announced partnerships with Ryan and Boehringer Ingelheim, expands the potential reach of Propeller's technology to around 90% of inhaled medicines for both asthma and COPD in the United States.

The addition of Propeller by pharmaceutical retailer Walgreens in its pharmacy's health platform (Find Care) paves the way for expanding the outreach of Propeller into Walgreens customers. Further, the collaboration with Verily is successfully creating software solutions for the purpose of better living of sleep apnea patients.

This apart, ResMed has been making advanced technology combined with digital health and connected care solutions. The company now has more than 12 million patients being monitored with the AirView software, the company's cloud-based platform for managing sleep apnea and COPD patients. Also, over 11 million 100% cloud connectable ResMed devices have been installed in the market.

▲ **Potential in Digital Health:** Of late, ResMed has been focusing on digital health technology. The Brightree and MatrixCare software systems are significantly contributing to the company's capabilities of managing 90 million more people outside the hospital setting. Given that digital health technology is an integrator across everything that the company does; AirView, myAir, Propeller and a portfolio of other digital health solutions support the company's plans of reaching out to more customers and partners. ResMed is currently investing in advanced analytics and expanding its capabilities in machine learning and machine intelligence so that the digital health ecosystem can attain high volume-based growth rates.

In this regard, ResMed's pilot telehealth enables physicians to access information on Air Solutions and AirView as well as directly interact with patients over video chat. This is also expected to minimize the need for a recovered COVID-19 patient to return to the emergency room or a physician outpatient setting.

Notably, the company launched ResMed MaskSelector, a digital tool for remote-patient mask selection and sizing, in May. Per the company, the tool will aid in remote-patient care. Further, in the same month, the company launched a cloud-based remote-monitoring software for ventilators and Lumis bilevel devices across Europe, via its AirView platform to enable remote-patient monitoring.

Given the company's progress in digital health solutions for COPD and asthma patients, the Propeller platform continues to play an important

ResMed continues to rein in surging demand for its products for the treatment of SDB. Meanwhile, the company's latest Brightree buyout has been meaningfully boosting its sleep apnea devices sales in the U.S.

role in keeping patients outside the hospital.

- ▲ **Growing Adjacent Product and Geographic Markets:** The second horizon in the three-pronged growth strategy is growth in adjacent product and geographic markets. This includes homecare ventilation for COPD, Amyotrophic Lateral Sclerosis (ALS) and other respiratory disorders, and emerging markets in China, India and Brazil. For progress in this horizon, management believes that the spectrum of cloud connected respiratory care products across ResMed's portfolio will play a big role in reducing costs and improving outcomes. Connected Care in ventilation can reduce costs and improve patient outcomes in COPD and beyond. With COPD being the number three cause of death in the Western world and the number two cause of re-hospitalization in the West, we expect this strategy of ResMed to play crucial role in its growth process.

In this respect, it is worth noting that Brightree (a subsidiary of ResMed) has completed the acquisition of SnapWorx (a privately held software company) in February 2020, which was announced in January. With the buyout, ResMed aims to strengthen its continuous positive airway pressure (CPAP) resupply market. It believes that the combination of the technologies of Brightree and SnapWorx will be beneficial to its home medical equipment (HME) customers by increasing patient adherence and operational efficiency. However, this acquisition is expected to remain accretive to the company's adjusted earnings per share from fiscal 2021.

- ▲ **Increasing Opportunities in New Markets:** The third growth horizon of the three-pronged growth strategy incorporates a portfolio of opportunities in new markets, including clinical adjacencies such as atrial fibrillation, heart failure with preserved ejection fraction, asthma, chronic disease management as well as sleeps health and wellness. Another key area of this horizon is ResMed's work on chronic disease management algorithms, including population health models, health care analytics, care co-ordination and SaaS models for home health, home nursing and hospice. Lately, the company has been registering steady growth across its Brightree service portfolio and additional contribution from the buyouts of MatrixCare and HEALTHCAREfirst.

- ▲ **Strategic Pacts to Boost SaaS Business:** ResMed has been continuously opting for strategic buyouts to boost the revenues from SaaS business. According to the company, this niche is booming with prospects and has a total addressable market over \$1.5 billion in the United States alone. Leveraging on the company's leading positions in multiple SaaS verticals, ResMed expects its SaaS portfolio to move from high single-digit pro forma growth to low double-digit pro forma growth over the medium term and this rate should continue to be sustainable over the long-term.

Global revenues from SaaS in the quarter under review represented a 7% increase at CER year over year due to continued momentum in the Brightree service portfolio and an additional contribution from the MatrixCare buyout. In the quarter under review, ResMed received an early impact from SnapWorx Technology (acquired in February). Notably, the combination of SnapWorx, Oracle and Brightree ReSupply (all three technologies under the Brightree brand) provide the strongest suite of resupply solutions available in the market.

Within its SaaS portfolio, the company inked a collaboration deal with Cerner as a new preferred provider for home health and hospice software. The partnership is aimed at strengthening ResMed's position as an industry-leading provider of digital health solutions for out-of-hospital healthcare. ResMed's offerings for home health and hospice customers comprises of the most superior technology from MatrixCare and Brightree. This agreement ensures that the entire portfolio of ResMed's home health and hospice solutions is available to Cerner's entire consumer base. The partnership is in the early stages and is progressing well.

- ▲ **Huge Potential in SDB Market:** The market for SDB is huge and is, as yet, to a great extent, underpenetrated across the globe. Globally, the scenario is grave with over 100 million suffering from sleep apnea (per an article published on The Sleep Zone). Per a report by MarketsAndMarkets, the global sleep apnea devices market is expected to see a CAGR of 7.8% to reach \$6.49 billion between 2018 and 2023. Moreover, a strong correlation between OSA and a number of cardiovascular diseases has been discovered recently.

However, despite the high prevalence of OSA, there is lack of awareness regarding it among both physicians and patients. It is estimated that less than 20% of patients suffering from OSA have been diagnosed or given proper treatment. With the global SDB market currently growing in mid-single-digits, ResMed is leaving no stone unturned to expand its foothold in this market. With this in view, ResMed has begun working on the joint venture with Verily to develop software solutions that allow healthcare providers to discover, diagnose, treat and manage individuals with sleep apnea and other breathing-related sleep conditions more efficiently.

Management is also looking forward to the proposed rule by Centers for Medicare and Medicaid Services to make changes to the bidding and pricing methodologies under the competitive bidding program. Moreover, the company continues to focus on its target to change 250 million lives by 2025. We expect ResMed with its broad range of products to create a solid foothold in the global SDB market.

- ▲ **Increased Focus on International Markets:** ResMed continues to invest and expand its presence in high growth markets like China, South Korea, India, Brazil and many countries in Eastern Europe. Interestingly, in each of these regions, ResMed is implementing long-term strategies to improve quality of patient life for the purpose of delivering better patient outcomes and reduce overall system healthcare costs within each individual country. ResMed is also currently focusing on consolidating its strong presence in Europe with respect to its life support ventilation solutions and non-invasive ventilation solutions for chronic obstructive pulmonary disease and neuromuscular disease.

In the fiscal fourth quarter, revenues from the combined Europe, Asia, and other markets grew 22% at CER in terms of total Sleep and Respiratory Care. Geographically, excluding SaaS, total Sleep and Respiratory Care revenues in the United States, Canada and Latin America improved 3.9% from the prior-year period.

During the reported quarter, mask and other sales grew 7% in United States, Canada and Latin America, reflecting robust demand for products owing to customer responses in the wake of the pandemic.

- ▲ **Strong Emphasis on Product Development:** In order to maintain its leadership position in the SDB market and to expand its sales base, ResMed is focusing on product development and innovation. In this regard, ResMed introduced its first tube-up full-face CPAP mask AirFit F30i in January, thus completing its full face mask portfolio in the market. It is currently available in the United States, Canada and across

---

majority of Europe and will later be rolled out in other countries.

In this regard, ResMed expanded its AirFit mask portfolio with the introduction of the world's first tube-down nasal cradle CPAP mask with a front-facing tube, AirFit N30, in the United States. It will later be available in other countries as well.

The company is also progressing well with its flagship masks — the AirFit F20, the AirFit N20 and AirFit N30.

According to the company, it is well positioned for fiscal 2020 and will work on a pipeline of new products and connected care solutions for sleep apnea, COPD, neuromuscular disease and other clinical adjacencies.

▲ **Strong Device Sales:** ResMed received a major boost in its device sales business from the coronavirus-led increase in demand for masks and ventilators. The company recorded strong sales of devices and masks along with other sales across all major geographies, thus pushing up the global sales tally by 16% at CER over the prior-year quarter. Device sales in the United States, Canada and Latin America recorded an uptick of 1% at CER whereas in Europe, Asia, and other markets saw a surge of 35%.

▲ **Strong Solvency With Heavy Payout Load:** ResMed exited the fourth quarter of fiscal 2020 with cash and cash equivalents of \$463 million compared with \$353 million at the end of the third quarter of fiscal 2020. Meanwhile, total debt was \$1.18 billion for the quarter, compared with \$1.38 billion in the sequentially last-reported quarter. The figure is much higher than the quarter-end cash and cash equivalent level. However, if we go by the company's near-term-payable debt level of \$12 million, it is pretty low compared to the cash in hand. This reflects strength in the company's solvency position despite the challenging times. ResMed is holding sufficient cash for short-term debt repayment.

Debt comparison with the industry is, however, favorable as industry's total debt of \$9.67 billion is much higher than the company's debt level.

The quarter's total debt-to-capital ratio was 0.32, indicating a slightly leveraged balance sheet. Moreover, it represents a sequential decrease from 0.38 at the end of the fiscal third quarter. This compares favorably with the total debt-to-capital ratio of the industry, which stands at a higher level of 0.37. The overall data concludes that in terms of solvency level of the company, the picture is encouraging.

The times interest earned for the company stands at 19.2%, representing a sequential increase from 15.1% at the end of the fiscal third quarter. This, however, compares favorably with the times interest earned for the industry which stands at a lower level (4.8%).

The company paid out \$56.5 million as dividends during the fiscal fourth quarter. Along with the earnings release, ResMed announced a regular quarterly dividend payout of 39 cents per share. The current payout ratio stands at a moderately high level of 32.8%, representing a sequential decrease from 35.2% from the end of the third quarter. However, this compares favorably with the payout rate of the industry which stands at a higher level (37.4%).

However, amid the pandemic-led economic crisis, if production and supply halt along with lockdowns across nations continue through the next few months, the company might find it burdensome to pay its regular quarterly dividends.

---

---

## Reasons To Sell:

▼ **Reimbursement Headwind:** ResMed's ability to sell its products largely depends on the extent to which coverage and reimbursement for its products will be available from government health administration authorities, private health insurers and other organizations. These third-party payers are increasingly challenging the prices charged for medical products and services and can, deny coverage for treatments that may include the use of its products. In some markets, such as Spain, France and Germany, government coverage and reimbursement are currently available for the purchase or rental of its products but are subject to constraints such as price controls or unit sales limitations. In other markets, such as Australia, there is currently limited or no reimbursement for devices that treat SDB conditions.

We are worried about the recently released unfavorable trial result of ResMed. Beside, reimbursement issues and competitive bidding continue to affect the stock.

▼ **Competitive Bidding – A Major Threat:** The Medicare Prescription Drug, Improvement, and Modernization Act of 2003 instructed the Centers for Medicare & Medicaid Services (CMS) to establish and implement programs under which customers that provide home healthcare services must compete to offer products in designated competitive bidding areas. CMS recently rolled out the competitive bidding program and included home medical equipment such as oxygen and oxygen equipment, CPAP and respiratory assist devices, and related supplies and accessories. In 2011, CMS implemented Round 1 of competitive bidding in 9 competitive bidding areas (CBAs).

In 2013, CMS announced the single payment amounts for Round 2, which covered a total of 91 CBAs. Effective Jul 1, 2013, the average reduction from the then-current Medicare payment rates in Round 2 was approximately 47% on a weighted average basis for CPAP and respiratory devices. In 2016, CMS implemented the Round 2 Recompete, covering a total of 117 CBAs, and announced the single payment amounts. In addition, the ACA required CMS to roll out the competitive bidding process nationally or adjust prices in non-competitive bidding areas, also known as the Round 3 areas, to match competitive bidding prices by 2016. CMS phased in the new rates beginning Jan 1, 2016, and were fully effective since Jul 1, 2016.

▼ **Competitive Landscape:** The market for SDB products is highly competitive with respect to product price, features and reliability. ResMed's primary competitors include Philips BV; DeVilbiss Healthcare; Fisher & Paykel Healthcare Corporation Limited; Apex Medical Corporation; BMC Medical Co. Ltd.; and regional manufacturers. The disparity between the company's resources and those of its competitors may increase owing to the trend of consolidation in the healthcare industry. Moreover, some of ResMed's competitors, such as Löwenstein Medical GmbH + Co. KG, are affiliates of its customers, which may make it difficult for the company to compete with them.

▼ **Challenging Macroeconomic Scenario:** Pricing pressure in the United States and Europe has been a staggering issue over the past few quarters. Healthcare reform in the United States has created a degree of uncertainty for the medical devices companies and has created a less flexible pricing environment. Currency headwinds continue to affect ResMed's overseas sales.

Moreover, the overall macro-economic uncertainty across the globe affects physician office visits, thereby impacting ResMed's progress. Thus, the company is treading cautiously in the markets it serves, especially Europe and the Americas, as the results from these territories might hurt margins. With growing concerns over healthcare spending taking its toll on players in the medical device space, the stock might suffer due to a sluggish market.

---

## Last Earnings Report

### ResMed Q4 Earnings & Revenues Top Estimates, Margins Up

ResMed announced strong fourth-quarter fiscal 2020 results, wherein adjusted earnings per share came in at \$1.33, up 40% year over year. The metric also beat the Zacks Consensus Estimate by 37.1%.

Full-year adjusted earnings per share was \$4.76, reflecting a 30.8% increase from the year-earlier \$3.64. The metric surpassed the Zacks Consensus Estimate by 6.5%.

Increase in demand for the company's ventilators and ventilation mask systems and provision of digital health solutions and other tools to customers aiding remote care amid the pandemic boosted ResMed's sales during the fiscal fourth quarter.

#### Revenues

Fiscal fourth-quarter revenues, on a reported basis, increased 9.3% year over year (up 10% at CER) to \$770.3 million. The figure beat the Zacks Consensus Estimate by 8.4%.

Full-year revenues were \$2.96 billion, reflecting a 13.4% increase from the year-ago period (up 15% at CER). Revenues surpassed the Zacks Consensus Estimate by 1.4%.

#### A Closer View of Q4 Top Line

Excluding Software-as-a-Service (SaaS), total Sleep and Respiratory Care, revenues in the United States, Canada and Latin America improved 3.9% from the prior-year period to \$400.5 million. SaaS revenues grew 7.4% reportedly and 7% at CER to \$91.5 million.

Total Sleep and Respiratory Care revenues in combined Europe, Asia, and other markets grew 18.8% on a reported basis and 22% at CER to \$278.3 million.

Global revenues from total Sleep and Respiratory Care in the quarter under review were \$678.9 million, up 9.5% at reported basis and 11% at CER.

Overall increase in revenues was driven by robust performance of its mask and device product portfolios on increased demand for ventilators and ventilator masks.

#### Margins

Adjusted gross profit in the quarter under review rose 10.4% to \$461.4 million despite a 7.6% uptick in cost of sales (excluding expenses related to amortization of acquired intangibles).

Adjusted gross margin for the fiscal fourth quarter was 59.9%, reflecting a 62-basis point (bps) expansion from the year-ago number on benefits from changes in product mix, partially offset by declines in manufacturing and procurement efficiencies driven by higher air freight costs.

Selling, general and administrative expenses were down 3.6% year over year to \$165.4 million (unchanged at CER). Research and development expenses increased 2.7% to \$52.5 million.

Adjusted operating income was \$243.4 million in the quarter under discussion, up 24.8% from \$195.1 million in the year-ago quarter. Adjusted operating margin expanded 393 bps year over year to 31.6%.

#### Financial Updates

ResMed exited the fiscal 2020 with cash and cash equivalents of \$463.2 million compared with \$147.1 million at the end of the fiscal 2019. Total debt (short and long-term) at the end of fiscal 2020 was \$1.18 billion, marking a reduction of 7.5% from \$1.27 billion at the end of fiscal 2019.

Cumulative cash flow from operating activities was \$802.3 million at the end of fiscal 2020 compared with \$459.1 million a year ago.

The company paid out \$56.5 million as dividends during the fiscal fourth quarter. Along with the earnings release, ResMed announced a regular quarterly dividend payout of 39 cents per share.

Quarter Ending	06/2020
Report Date	Aug 05, 2020
Sales Surprise	8.36%
EPS Surprise	37.11%
Quarterly EPS	1.33
Annual EPS (TTM)	4.76



---

## Recent News

### ResMed Launches First CPAP Nasal Mask With Memory Foam: Sep 1, 2020

ResMed launched its first continuous positive airway pressure (CPAP) nasal mask with a memory foam cushion, the AirTouch N20. Per the company, it is the softest nasal mask till date.

---

## Valuation

ResMed shares are up 10.9% in the year-to-date period and up 31.6% in the trailing 12-month periods. Stocks in the Zacks sub-industry and Zacks Medical sector are down 3.1% and down 1.9% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 3.3% and up 6.2%, respectively.

The S&P 500 index is up 3.8% in the year-to-date period and up 12% in the past year.

The stock is currently trading at 36X Forward 12-months earnings, which compares to 28.2X for the Zacks sub-industry, 21.4X for the Zacks sector and 22.2X for the S&P 500 index.

Over the past five years, the stock has traded as high as 44.9X and as low as 18.4X, with a 5-year median 26.9X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$181 price target reflects 37.9X forward 12-months earnings.

The table below shows summary valuation data for RMD

Valuation Multiples - RMD					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	36.03	28.18	21.38	22.15
	5-Year High	44.86	31.01	23.19	23.44
	5-Year Low	18.44	17.09	15.89	15.26
	5-Year Median	26.93	20.34	19.01	17.63
P/S F12M	Current	7.93	3.82	2.75	4.08
	5-Year High	9.64	3.92	3.25	4.29
	5-Year Low	3.83	2.90	2.23	3.11
	5-Year Median	5.23	3.30	2.89	3.66
P/B TTM	Current	9.97	3.12	3.82	5.75
	5-Year High	12.07	3.48	5.07	6.17
	5-Year Low	4.39	2.20	2.95	3.75
	5-Year Median	6.75	2.83	4.29	4.84

As of 09/11/2020

Source: Zacks Investment Research

---



## Industry Analysis Zacks Industry Rank: Bottom 29% (178 out of 251)



## Top Peers

Company (Ticker)	Rec	Rank
Quidel Corporation (QDEL)	Outperform	1
Abbott Laboratories (ABT)	Neutral	3
Cellectar Biosciences, Inc. (CLRB)	Neutral	2
Cardiovascular Systems, Inc. (CSII)	Neutral	3
HillRom Holdings, Inc. (HRC)	Neutral	3
Medtronic PLC (MDT)	Neutral	3
Baxter International Inc. (BAX)	Underperform	4
Haemonetics Corporation (HAE)	Underperform	5

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

Industry Comparison Industry: Medical - Products				Industry Peers		
	RMD	X Industry	S&P 500	CSII	HAE	QDEL
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Underperform	Outperform
Zacks Rank (Short Term)	3	-	-	3	5	1
VGM Score	B	-	-	F	D	C
Market Cap	24.92 B	333.58 M	23.09 B	1.35 B	4.50 B	6.76 B
# of Analysts	7	3	14	8	4	3
Dividend Yield	0.91%	0.00%	1.65%	0.00%	0.00%	0.00%
Value Score	C	-	-	D	D	F
Cash/Price	0.02	0.12	0.07	0.18	0.06	0.01
EV/EBITDA	26.84	-0.27	13.07	-54.43	21.16	43.56
PEG F1	3.47	4.10	2.93	NA	3.68	NA
P/B	9.97	3.11	3.19	4.47	7.34	11.05
P/CF	28.46	17.66	12.63	NA	15.85	37.52
P/E F1	36.75	36.79	21.25	NA	36.79	13.39
P/S TTM	8.43	5.41	2.44	5.72	4.76	10.32
Earnings Yield	2.72%	-0.57%	4.52%	-1.29%	2.72%	7.47%
Debt/Equity	0.47	0.09	0.70	0.08	0.49	0.00
Cash Flow (\$/share)	6.04	-0.00	6.93	-0.66	5.60	4.30
Growth Score	A	-	-	F	D	C
Historical EPS Growth (3-5 Years)	13.10%	10.79%	10.41%	NA	17.53%	140.91%
Projected EPS Growth (F1/F0)	-1.68%	3.31%	-4.75%	44.30%	-27.11%	305.29%
Current Cash Flow Growth	29.09%	4.10%	5.26%	-838.71%	19.21%	-0.69%
Historical Cash Flow Growth (3-5 Years)	14.73%	7.74%	8.49%	4.40%	9.09%	52.19%
Current Ratio	2.53	2.97	1.35	6.46	1.86	1.62
Debt/Capital	31.80%	13.90%	42.95%	7.19%	32.79%	0.00%
Net Margin	21.02%	-23.64%	10.25%	-11.51%	10.10%	23.61%
Return on Equity	30.34%	-8.55%	14.59%	-15.62%	25.98%	33.86%
Sales/Assets	0.67	0.51	0.50	0.95	0.74	0.70
Projected Sales Growth (F1/F0)	4.31%	0.00%	-1.42%	11.61%	-12.65%	113.93%
Momentum Score	C	-	-	D	B	A
Daily Price Change	-0.03%	0.00%	0.39%	1.46%	-4.53%	5.89%
1-Week Price Change	-3.70%	-2.33%	-1.28%	-0.06%	0.24%	-5.25%
4-Week Price Change	-3.10%	-4.55%	-1.42%	6.17%	5.47%	-35.36%
12-Week Price Change	-1.00%	-0.24%	4.86%	0.32%	3.46%	-22.52%
52-Week Price Change	28.40%	-2.38%	-1.17%	-33.30%	-29.50%	135.59%
20-Day Average Volume (Shares)	515,863	185,029	1,834,261	329,145	468,363	1,746,637
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	20.40%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.00%	-4.45%	0.00%	20.40%
EPS F1 Estimate 12-Week Change	4.99%	3.22%	4.05%	-46.67%	-21.10%	81.12%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.00%	-1.00%	23.78%

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

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

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

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

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

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

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

---

## 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 forward-looking 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 medium-term 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 most recent 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.