

SunPower Corp. (SPWR)

\$9.89 (As of 09/17/20)

Price Target (6-12 Months): **\$10.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 03/23/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:B

Value: D

Growth: A

Momentum: A

Summary

SunPower boasts a significant opportunity in the commercial direct market as companies are expanding their green energy procurement activities. It continues to witness growth in residential and commercial markets. It pledges to increasingly attach Helix and Equinox storage to its solar systems, which is expected to enhance its revenues. Revenues from commercial customers increased 9% year over year in the second quarter, primarily led by an increase in its commercial EPC contracts. However, its shares underperformed the industry in the year-to-date period. It is also facing increasing challenges in terms of project execution of commercial direct business, which may impact its near-term profitability. These challenges are primarily related to project delays. It also anticipates the economic downturn caused by the pandemic to affect product demand.

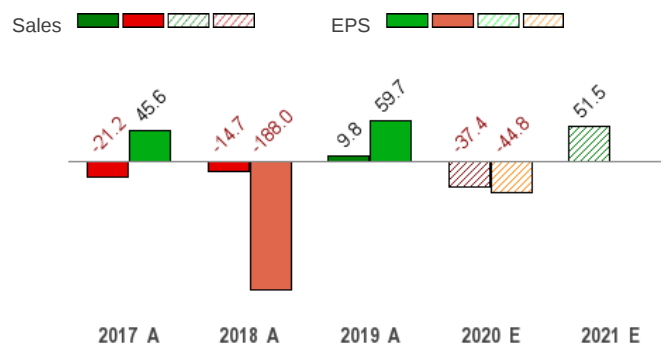
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$12.82 - \$3.32
20-Day Average Volume (Shares)	6,018,683
Market Cap	\$1.7 B
Year-To-Date Price Change	26.8%
Beta	2.35
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Solar
Zacks Industry Rank	Top 46% (116 out of 251)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	47.6%
Last Sales Surprise	12.1%
EPS F1 Estimate 4-Week Change	25.6%
Expected Report Date	11/04/2020
Earnings ESP	53.3%

P/E TTM	NA
P/E F1	NA
PEG F1	NA
P/S TTM	0.9

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	372 E	449 E	497 E	545 E	1,889 E
2020	454 A	353 A	307 E	356 E	1,247 E
2019	412 A	482 A	492 A	607 A	1,992 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.07 E	\$0.15 E	\$0.12 E	\$0.17 E	\$0.29 E
2020	-\$0.10 A	-\$0.22 A	-\$0.13 E	\$0.02 E	-\$0.42 E
2019	-\$0.41 A	-\$0.22 A	\$0.07 A	\$0.23 A	-\$0.29 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, except sales and EPS estimates, is as of 09/17/2020. The reports text and the analyst-provided sales and EPS estimates are as of 09/18/2020.

Overview

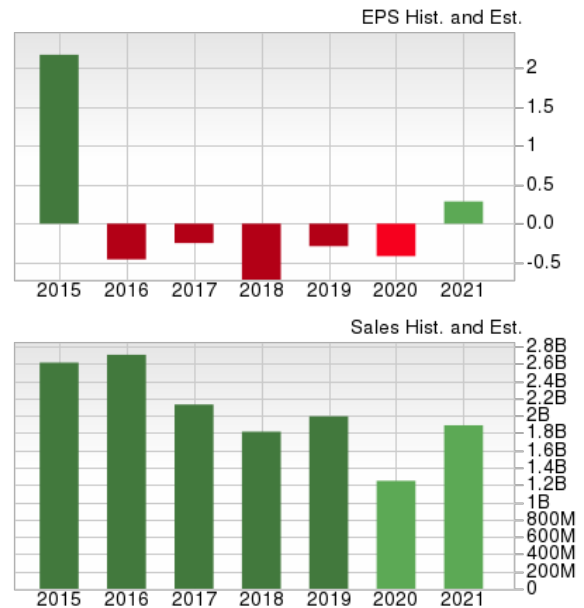
San Jose, CA-based SunPower Corporation, incorporated in 1985, designs, develops, manufactures, markets and sells high-performance solar electric power technology products, systems and services worldwide for residential, commercial and utility-scale power plant customers. The company's semiconductor-based solar cells and solar panels, which convert sunlight into electricity, are manufactured using proprietary processes and technologies.

SunPower provides wide array of products and services – solar power products (solar panels, balance of system components and inverters), solar power systems (commercial roof and ground mounted systems, and utility systems), utility-scale solar power system construction and development, services and solutions (operations and maintenance, and residential leasing program), research and development, and supplier relationships, manufacturing, and panel assembly.

The company offers a complete set of residential solutions that deliver value to homeowners and its dealer partners. The company has developed the capability to deliver AC panels with factory-integrated microinverters. The AC system architecture, as compared with DC systems, facilitates direct panel installation, eliminating the need to mount or assemble additional components on the roof or the side of a building, driving down system costs, improving overall system reliability, and providing improved, cleaner design aesthetics.

As part of our complete solution approach, it offers its Equinox residential market product, a fully integrated solar platform utilizing Maxeon cells, AC microinverter, and EnergyLink monitoring hardware to combine solar power production and energy management.

The company has three end-customer segments – the Residential Segment, the Commercial Segment and the Power Plant Segment. The Residential and Commercial segments combined are referred to as Distributed Generation segment.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ SunPower is one of the most forward-integrated solar companies, having more than a decade of experience in designing, manufacturing and supplying large-scale solar systems. The company continues to witness growth in residential and commercial markets. SunPower delivered a strong performance in the second quarter, wherein both demand and installation activity saw an increase beginning the second half of April, with these trends continuing through the end of the quarter. It witnessed improved booking trends in residential rental set and increases in new home installs during the second quarter versus prior year. SunPower's new homes backlog expanded to more than 45,000 homes, while it maintained its industry leadership with more than 50% market share.

Meanwhile, the company boasts a significant opportunity in the commercial direct market as many corporations are expanding their green energy procurement activities. Backed by strong demand in the commercial business, SunPower won awards worth more than \$500 million in 2019. Moreover, revenues from commercial customers increased 9% year over year during the second quarter, primarily led by an increase in its commercial EPC contracts.

- ▲ Over the past few years, the solar-plus-storage market has been expanding rapidly. According to Wood Mackenzie, this market is expected to see a CAGR of 45% through 2023, creating a market opportunity of over 2 GW for solar players like SunPower. To this end, the company pledges to increasingly attach Helix and Equinox storage to its commercial and residential solar systems, which is expected to enhance its revenues and margins. Notably, the company's Helix storage solution continues to gain traction, with the average attach rates being more than 30% as of March 31, 2020. Moreover, the company has been awarded its largest C&I storage project to date. The project comprises a 20-megawatt power battery system for the Chevron Lost Hills solar project. Such developments indicate the significant progress SunPower is making in its solar storage business.
- ▲ Toward the end of August 2020, SunPower and Maxon Solar Technologies announced that they have completed the strategic transaction announced in November 2019, separating into two independent public companies. Going forward, each company will focus on their critical success factors for their respective business models. Post the spin-off, SunPower will be the leading North American distributed generation (DG), storage and energy services company with an end-to-end software platform, differentiated products and solutions and an asset-light approach.

SunPower will further be positioned to capitalize on the fast-growing market for solar plus storage, leveraging an extremely powerful solar platform it has been developing for many years. With the largest installed base in the U.S. residential and commercial market, more than 500 channel partners in a leadership position in new homes and commercial direct, SunPower is forecasted to be the largest North American downstream DG solar pure play.

SunPower's focus on enhancing its product offering, expanding its storage pipeline and strategies to consolidate its position will drive earnings, going forward.

Reasons To Sell:

▼ In recent times, shares of U.S.-based solar stocks have been witnessing a downturn due to China's persistent trade and currency disputes with the United States. Both the countries have been engaged in a trade dispute for over a year, imposing duties on billions of dollars' worth of goods from one another. Tensions, however, escalated after the Trump administration implemented 10% tariffs on \$300 billion worth of Chinese imports starting Sep 1, 2019. In response, China's currency devaluation has now become a threat to U.S.-based companies that do business in the country. Going ahead, the uncertainty surrounding the impact of the existing tariffs on the U.S. solar market and the trade tensions between China and the United States have the potential to harm SunPower's business significantly. This may have resulted in investors becoming skeptical about this stock's growth prospects. In the year to date period, SunPower's stock gained 26.8% compared with the industry's 100.8% growth.

Steep competition, challenges in commercial direct business along with trade dispute between China and America are headwinds for the company.

▼ As the solar industry and many of SunPower's customers have been severely affected by the COVID-19 pandemic, its business activity and demand have also been negatively impacted, especially early in the second quarter of 2020. Notably, SunPower's second-quarter performance saw the impact of both supply and demand reductions caused by the COVID-19 disruption in its core markets beginning March 2020. Due to the impacts of the COVID-19 pandemic, SunPower's operations and supply chain have been adversely affected as the company temporarily idled its factories in France, Malaysia, Mexico, the Philippines, and the United States in March and April 2020.

Furthermore, the company's SunPower Technologies Segment and SunPower Energy Services has been adversely impacted as a result of COVID-19, wherein it witnessed a significant decrease in volume. Looking ahead, as the duration and severity of the pandemic remain uncertain, such adverse trends might continue to impact the company's operational results.

▼ SunPower's cash and cash equivalents were \$272 million at the end of second-quarter 2020, up sequentially from \$241 million. However, its long-term debt stood at \$566 million as of Jun 30, 2020, while current debt stands at \$450 million. Therefore, as both the long-term and current debt values of the company lie much above its cash reserve, this reflects a weak solvency position on the company's part.

Furthermore, the company's interest coverage came in at 1.7 at the end of the second quarter of 2020, down from 3.7 at the end of the first quarter of 2020. Its current ratio of 1.03 also declined sequentially from 1.52. All these deteriorating factors make us skeptical about SunPower's ability to duly meet debt obligations in the near future.

Last Earnings Report

SunPower Q2 Loss Narrower Than Expected, Revenues Beat

SunPower Corp. incurred an adjusted loss of 22 cents per share in second-quarter 2020, narrower than the Zacks Consensus Estimate of a loss of 42 cents. The adjusted loss in the quarter was in line with the year-ago quarter's loss.

Excluding one-time adjustments, the company registered GAAP earnings of 11 cents per share compared with the prior-year quarter's earnings of 75 cents.

Quarter Ending 06/2020

Report Date	Aug 05, 2020
Sales Surprise	12.09%
EPS Surprise	47.62%
Quarterly EPS	-0.22
Annual EPS (TTM)	-0.02

Operational Results

During the quarter under review, SunPower's adjusted revenues came in at \$352.9 million, surpassing the Zacks Consensus Estimate of \$315 million by 12%. However, the top line declined 19.1% from the year-ago quarter's \$436.3 million.

The year-over-year decline can be primarily attributed to decreased revenues from SunPower Energy Services and SunPower Technologies.

Total operating losses in the quarter were \$37.6 million against an operating income of \$66.2 million reported in the year-ago quarter. Total operating expenses amounted to \$59.2 million during the second quarter.

Financial Position

SunPower had cash and cash equivalents of \$235.3 million as of Jun 28, 2020, compared with \$423 million as of Dec 29, 2019.

Long-term debt was \$92.7 million as of Jun 28, 2020, compared with \$113.8 million as of Dec 29, 2019.

In the first half of 2020, net cash inflow from operating activities totaled \$20.7 million against the cash outflow of \$81.1million in the first half of 2019.

Q3 Guidance

For third-quarter 2020, the company expects to generate adjusted revenues of \$360-\$400 million. The Zacks Consensus Estimate for full-year revenues stands at \$376.50 million, below the midpoint of the company-projected view.

Adjusted gross margin is estimated to be 0-6%. Additionally, it anticipates deployments of 500-560 MW in the same period.

Recent News

On **August 31, 2020**, SunPower Corp. secured a Manufacturing & Services contract worth more than RMB60 million with China Huanqiu Contracting & Engineering Corporation, a subsidiary of China National Petroleum Corporation. Both companies are repeat customers of the Group. Under the contract, Sunpower will supply design, procurement and engineering services for a complete demountable flare system, with core components such as the flare tip and integrated pilot light.

On **July 23, 2020**, Maxeon Solar Technologies, the planned spin-off from SunPower Corp., has announced that it will introduce its new line of bifacial SunPower Performance 5 panels, the fifth-generation performance solar panels designed specifically for large-scale power plant applications. These panels represent the latest chapter in the company's legacy of shingled cell panel technology leadership that is now protected by more than 144 patents and patent applications. Performance 5 panels will be commercialized and begin delivery in the fourth quarter of 2020.

On **June 16, 2020**, SunPower Corp. announced that it anticipates closing the planned spin-off of Maxeon Solar Technologies during the third quarter 2020. The company also reiterated its second quarter 2020 guidance due to continued improvements in its U.S. and international Distributed Generation (DG) business.

Valuation

SunPower Corp's shares are up 26.8% in the year-to-date period although declined 34.4% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 100.8%, whereas the Zacks Oils-Energy sector is down 40.3% in the year to date period. Over the past year, the Zacks sub-industry is up 76.9%, whereas the sector witnessed a 39.2% decline.

The S&P 500 index is up 4.2% in the year to date period and 12.1% in the past year.

The stock is currently trading at 1X of forward 12-month sales, which compares to 2.8X for the Zacks sub-industry, 0.7X for the Zacks sector and 4.2X for the S&P 500 index.

Over the past five years, the stock has traded as high as 1.4X and as low as 0.3X, with a 5-year median of 0.5X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$10 price target reflects 0.9X forward 12-month sales.

The table below shows summary valuation data for SPWR

Valuation Multiples - SPWR					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	0.86	2.94	0.68	4.1
	5-Year High	1.37	3.12	1.47	4.29
	5-Year Low	0.27	0.57	0.6	3.11
	5-Year Median	0.5	1.01	0.99	3.66
EV/SALES F12M	Current	1.06	3.17	1.05	3.8
	5-Year High	1.29	3.54	2.19	4.09
	5-Year Low	0.2	0.51	0.73	2.69
	5-Year Median	0.6	1.02	1.33	3.51

As of 09/17/2020 *Source: Zacks Investment Research*

Industry Analysis Zacks Industry Rank: Top 46% (116 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Canadian Solar Inc. (CSIQ)	Neutral	3
First Solar, Inc. (FSLR)	Neutral	3
JinkoSolar Holding Company Limited (JKS)	Neutral	3
Sunrun Inc. (RUN)	Neutral	4
SolarEdge Technologies, Inc. (SEDG)	Neutral	3
Renesola Ltd. (SOL)	Neutral	2
Sunworks, Inc. (SUNW)	Neutral	3
Vivint Solar, Inc. (VSLR)	Neutral	3

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

Industry Comparison Industry: Solar				Industry Peers		
	SPWR	X Industry	S&P 500	JKS	RUN	SUNW
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	4	3
VGM Score	B	-	-	C	F	C
Market Cap	1.68 B	92.97 M	23.91 B	1.03 B	7.33 B	13.02 M
# of Analysts	6	3	13.5	1	5	1
Dividend Yield	0.00%	0.00%	1.62%	0.00%	0.00%	0.00%
Value Score	D	-	-	C	F	F
Cash/Price	0.15	0.08	0.07	1.82	0.05	0.71
EV/EBITDA	12.07	3.91	13.24	-0.80	-254.56	-1.12
PEG F1	NA	0.84	2.97	0.39	NA	NA
P/B	40.72	3.66	3.29	0.57	5.77	1.61
P/CF	151.23	25.76	12.82	3.76	32.91	NA
P/E F1	NA	48.74	21.49	7.73	NA	NA
P/S TTM	0.89	0.88	2.52	0.22	8.61	0.24
Earnings Yield	-4.25%	-0.22%	4.40%	12.93%	-0.22%	-102.56%
Debt/Equity	12.46	0.33	0.70	0.20	2.14	0.39
Cash Flow (\$/share)	0.07	0.00	6.93	6.24	1.81	-1.18
Growth Score	A	-	-	C	F	A
Historical EPS Growth (3-5 Years)	NA%	-21.42%	10.41%	-21.42%	-28.25%	NA
Projected EPS Growth (F1/F0)	-44.25%	10.67%	-4.73%	8.60%	-161.90%	61.35%
Current Cash Flow Growth	209.28%	21.61%	5.26%	49.75%	16.88%	772.39%
Historical Cash Flow Growth (3-5 Years)	-47.08%	10.04%	8.49%	15.10%	64.42%	10.06%
Current Ratio	1.03	1.15	1.35	1.00	1.23	1.34
Debt/Capital	92.57%	28.12%	42.95%	16.66%	71.43%	28.12%
Net Margin	0.44%	0.44%	10.25%	3.51%	0.00%	-23.70%
Return on Equity	NA%	-4.47%	14.66%	9.86%	0.00%	-102.20%
Sales/Assets	0.94	0.60	0.50	0.71	0.15	1.88
Projected Sales Growth (F1/F0)	-21.70%	0.00%	-1.43%	9.60%	-0.01%	-20.44%
Momentum Score	A	-	-	D	D	D
Daily Price Change	-7.48%	0.00%	-0.48%	-1.14%	-4.51%	0.64%
1-Week Price Change	-4.06%	0.00%	-1.87%	5.12%	13.52%	16.02%
4-Week Price Change	-11.93%	-4.55%	0.96%	9.69%	29.41%	-12.02%
12-Week Price Change	28.44%	32.11%	8.69%	32.52%	199.40%	31.71%
52-Week Price Change	-34.46%	6.40%	1.36%	12.81%	240.89%	-73.64%
20-Day Average Volume (Shares)	6,018,683	338,201	1,917,443	1,055,060	3,698,426	1,874,821
EPS F1 Estimate 1-Week Change	11.44%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	25.62%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	39.90%	0.00%	4.14%	0.00%	-225.00%	-12.82%
EPS Q1 Estimate Monthly Change	31.53%	0.00%	0.00%	0.00%	0.00%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	D
Growth Score	A
Momentum Score	A
VGM Score	B

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

Disclosures

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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.