

Stratasys Ltd. (SSYS)

\$21.77 (As of 01/17/20)

Price Target (6-12 Months): **\$23.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 05/02/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:D

Value: C

Growth: F

Momentum: B

Summary

Although economic weakness in Europe and headwinds from the Asia Pacific is hurting Stratasys, continued strength in the Americas, particularly in the Fortus platform, and F123 Series and J750 full color, multi-material 3D printers, is a breather. Its firm focus on launching products and entering into partnerships is a key driver. Rising demand for high-end PolyJet solutions from various industries is a positive. Moreover, the company is optimistic about its product line-up, which should expand its addressable market. However, adverse impact of foreign exchange rates in Europe and Asia Pacific affected the top line. Moreover, economic downturn in Europe is denting capital investments as well as spending in the automotive and industrial machinery markets in the region. Shares have underperformed the industry year to date.

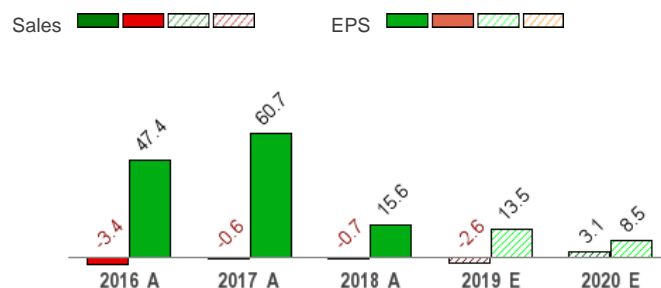
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$30.60 - \$17.70
20 Day Average Volume (sh)	404,605
Market Cap	\$1.2 B
YTD Price Change	7.6%
Beta	1.96
Dividend / Div Yld	\$0.00 / 0.0%
Industry	Computer - Peripheral Equipment
Zacks Industry Rank	Top 37% (94 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	20.0%
Last Sales Surprise	-2.6%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	03/05/2020
Earnings ESP	0.0%
P/E TTM	36.9
P/E F1	34.0
PEG F1	1.5
P/S TTM	1.8

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2020	152 E	166 E	165 E	186 E	666 E
2019	155 A	163 A	157 A	170 E	646 E
2018	154 A	170 A	162 A	177 A	663 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2020	\$0.05 E	\$0.15 E	\$0.14 E	\$0.32 E	\$0.64 E
2019	\$0.10 A	\$0.16 A	\$0.12 A	\$0.21 E	\$0.59 E
2018	\$0.05 A	\$0.15 A	\$0.11 A	\$0.21 A	\$0.52 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 01/17/2020. The reports text is as of 01/20/2020.

Overview

Headquartered in Eden Prairie, MN, Stratasys Ltd. is a manufacturer of in-office rapid prototyping (RP) and manufacturing systems and 3D printers for automotive, aerospace, defense, electronic, medical, education and consumer product original equipment manufacturers (OEMs).

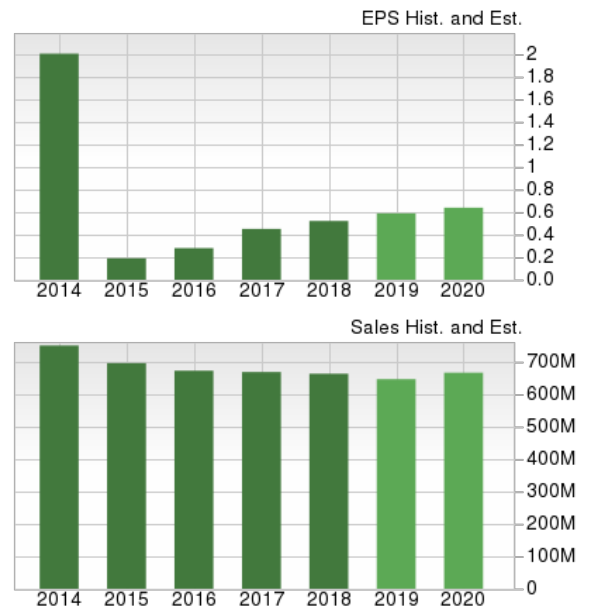
The company's systems are also used in direct digital manufacturing (DDM) and rapid tooling applications. With the use of patented Fused Deposition Modeling (FDM) and PolyJet rapid prototyping processes, engineers and designers are able to create precise physical models, tools and three-dimensional (3D) prototypes out of plastic and other materials using workstation-based computer-aided design (CAD).

These prototypes are used for testing form, fit and function throughout the design and development process. Essentially, Stratasys' systems allow design engineers to develop highly complex geometrical designs using a wide range of high-performance engineering materials with in-office RP systems that require no chemical post processing, special venting or facility modification.

The company generally reports revenues under two segments. First, Product Revenues, which includes revenues generated through the sales of products and consumables. Second, Services Revenues, which include revenues generated from service offerings, such as RedEye paid parts, installation and maintenance, and other services. In 2017, Products and Services accounted for 71% and 29% of the total revenues, respectively.

The company competes in a marketplace that is still dominated by conventional methods of model-making and prototype development. Machinists and engineers working on blueprints or CAD files and using machining or manual methods generally perform prototype development and fabrication.

The company's competitors include 3D Systems Corp., EOS GmbH and EnvisionTEC GmbH in the prototype development and customized manufacturing processes. Stratasys competes with companies such as Delta Micro Factory, Affinia, Ultimaker, Printbot, Leapfrog, Solidoodle and 3D Systems in the entry-level desktop 3D printers.



Reasons To Buy:

- ▲ Stratasys launched several innovative products that positioned the company well over the long term. Stratasys' machines facilitate prototyping within a few hours which reduces development time and upfront costs. Also, the company's spool-based system compares favorably with UV polymer systems. For these reasons, we think the company maintains a leading position at RP machines. Moreover, the company's RedEye RPM is the world's largest RP and part-building service. RedEye RPM is an online extension of the company's BuildFDM service. This product has grown rapidly over the past several years and offers good business for the company. Furthermore, Stratasys launched two products in late last year – The Infinite-Build 3D Demonstrator and the Robotic Composite 3D Demonstrator. These launches have helped users to reduce complexities and data loss, thereby enhancing user experience and providing high-quality prints.
 - ▲ Stratasys has been scaling newer heights across all its business segments. Over the past few quarters, the company has inked strategic partnerships to fuel its growth momentum. The 3D printing company has made strategic partnerships with the likes of Schneider Electric, The Boeing Co., Ford Motor Co., Siemens, Boom Supersonic and United Launch Alliance. The collaborations are aimed at introducing advanced 3D printing technologies to the aerospace and automotive industries. The deal is a strategic move by Stratasys to expand its geographic reach and drive market penetration. Both these partnership spell opportunities for Stratasys' 3D systems business and will increase its installed base.
 - ▲ The 3D printing market presents a favorable long-term investment opportunity as a large number of engineers, designers, architects and entrepreneurs are resorting to 3D solutions for their primary designing and product modeling. According to market research firm CONTEXT, over half a million 3D printers have already been shipped across the globe between the 1980s and mid-2015 and the industry witnessed its millionth unit shipment in 2017. Per Statista, the global 3D printing market is expected to grow at a CAGR of 22.5% from 2020 to 2024 to reach \$35.6 billion in 2024. As the industry leader in 3D printing, this is encouraging information for Stratasys as it will be able to grab a large share of this market.
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Stratasys' sustained focus on launching new products and entering into strategic partnerships will drive long-term growth.

Reasons To Sell:

- ▼ Stratasys has been witnessing declining gross margin due to the incremental sales generated from the lower-margin products. The company tries to mitigate the gross margin contraction by lowering operating expenses as a percentage of revenues. Nonetheless, we opine that it will be a tough task for the company to lower operating expenses as it will have to continue to invest in marketing and R&D to generate higher sales, which will weigh on the company's operating margins. Therefore, Stratasys have to look for ways to generate revenues from the sales of higher margin products to maintain its profitability over the long-run.
- ▼ Stratasys is exposed to considerable foreign currency risk as it invoices sales to certain European distributors in Euros, and reported results are therefore, subject to fluctuations in the exchange rates of that currency compared to the U.S. dollar. The company has a hedging strategy in place for its Euro-denominated accounts, for which it uses 30-day foreign currency forward contracts. Nevertheless, earnings may be adversely affected by changes in currency exchange rates. It is expected that the company would continue to face currency-related problems.
- ▼ Stratasys has a high cost structure and remains in the investment mode. As a result of its plans announced in 2015 of investing in product and infrastructure development, the company expects incremental annual operating expenditure of 2% of anticipated revenues over the next two to three years. Considering the evolving nature of the 3D printing market and the high cost of operations associated with it, we believe that much of the company's long-term profitability will depend on efficient cost management.

Falling sales of high-end products in North America is hurting Stratasys' top-line performance, which makes us increasingly cautious about its near-term performance.

Last Earnings Report

Stratasys Q3 Earnings Top, Revenues Miss, View Cut

Stratasys reported third-quarter 2019 earnings of 12 cents per share, which topped the Zacks Consensus Estimate of 10 cents. Moreover, the bottom line was higher than the year-ago figure of 11 cents.

However, Stratasys' revenues of \$157.5 million missed the consensus estimate of \$162 million and decreased 2.8% year over year.

Economic weakness in Europe, which affected capital investments and spending in the automotive and industrial machinery markets in that region, was a major headwind. Moreover, the adverse impact of foreign exchange rates in Europe and Asia Pacific affected the top line.

However, continued strength in the Americas, particularly in the Fortus platform, and F123 Series and J750 full color, multi-material 3D printers was a breather.

Quarter Details

Segment wise, Products revenues fell 3% from the year-ago quarter to \$106.3 million. The figure was down 2% in constant currency. The decline was due to weakness in Europe and Asia that affected systems sales in those regions.

Within Products revenues, System revenues decreased 9%. Consumables revenues grew 3% year over year.

Revenues from Services decreased 2% to \$51.1 million. However, within service revenues, customer support revenues increased 3% year over year.

Meaningful growth in aerospace, automotive, healthcare and dental was encouraging. Moreover, strong sales of J7 Series and PolyJet acted as a tailwind.

Sales growth of production-focused 3D printers and materials was witnessed in North America aerospace segment. Early adoption of the recently launched Aircraft Interior Solution was also encouraging.

The company secured several large deals, including a large multi-unit deployment to a leading automotive OEM in the Americas.

Additionally, the company plans to expand its ownership stake in Xaar 3D, its joint venture with Xaar PLC, to develop additive manufacturing solutions based on High Speed Sintering technology.

Margin

Stratasys' non-GAAP gross profit decreased 2.4% from the year-ago quarter to \$82.5 million. Non-GAAP gross margin expanded 30 basis points (bps) to 52.4% due to a higher mix of high-end products in revenue sources.

Non-GAAP operating expenses decreased 3% year over year to \$74.4 million due to R&D investments in new product introductions.

Non-GAAP operating income totaled \$8.1 million, down 1.2%. Operating margin expanded 8 bps to 5.14%.

Balance Sheet and Cash Flow

The company exited the quarter with cash and cash equivalents of \$347.1 million compared with \$366.3 million at the end of the previous quarter.

As of Sep 30, 2019, there was no long-term debt.

Net cash used in operating activities in the quarter was \$3.6 million.

Guidance

For full-year 2019, the company reduced its revenue guidance. Revenues are now expected in the range of \$640-\$655 million compared with previously guided range of \$670-\$700 million.

Non-GAAP earnings per share for the full year are expected between 55 cents and 70 cents.

Non-GAAP operating margin is projected to be in the 5.5-6.5% band.

Capital expenditures are estimated to lie within \$30-\$45 million.

Management also expects flat or slight decline in revenues year over year in the fourth quarter.

Management is optimistic about its product lineup, which is expected to expand its addressable markets, resulting in accelerated growth from 2020.

Stratasys introduced two new advanced PolyJet systems, new manufacturing-focused FDM materials, and a new offering in the MakerBot Method line of performance 3D printers. All of these have received initial positive response and are expected to be key drivers going forward.

Quarter Ending **09/2019**

Report Date	Nov 13, 2019
Sales Surprise	-2.58%
EPS Surprise	20.00%
Quarterly EPS	0.12
Annual EPS (TTM)	0.59

Recent News

On Dec 2, 2019, Stratasys added TCL Hofmann and TCL Hunt as authorized channel partner to expand its market outreach in both Australia and New Zealand.

On Nov 19, 2019, Stratasys launched its Rail Industry Solution to help enhance the punctuality of passenger trains . By using its ULTEM 9085 resin and Antero 800NA material with Stratasys Fortus 3D printers for production, rail operators can leverage additive manufacturing for the production of spare parts on demand that meet strict government certification requirements for smoke, fire, and toxicity.

On Nov 18, 2019, Stratasys launched GrabCAD Shop, a work order management software solution for shops that provide centralized 3D printing services.

On Oct 22, 2019, Stratasys launched several temperature and chemical resistant FDM thermoplastics that can accommodate high temperatures and other challenging requirements of 3D printed applications in manufacturing.

On Oct 7, 2019, Stratasys launched a 3D printer for the medical industry to enhance surgical preparedness and improve training. The J750 Digital Anatomy 3D Printer is also expected to help design and create new medical devices faster, and focus on specific pathologies.

Valuation

Stratasys' shares are down 24.4% in the six months period but up 2.3% over the trailing 12 months. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector are up 2.8% and 16.4% in the six months period, respectively. Over the past year, while the Zacks sub-industry is up 13.3%, the sector gained 32.7%.

The S&P 500 index is up 12.2% in the six months period and 23.8% in the past year.

The stock is currently trading at 1.77X forward 12-month sales, which compares to 0.55X for the Zacks sub-industry, 3.74X for the Zacks sector and 3.57X for the S&P 500 index.

Over the past five years, the stock has traded as high as 3.99X and as low as 1.1X, with a 5-year median of 1.71X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$23 price target reflects 1.87X forward 12-month sales.

The table below shows summary valuation data for SSYS

Valuation Multiples - SSYS					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	1.77	0.55	3.74	3.57
	5-Year High	3.99	6.9	3.74	3.57
	5-Year Low	1.1	0.34	2.3	2.54
	5-Year Median	1.71	5.09	3.01	3
P/B TTM	Current	1.03	1.07	5.61	4.55
	5-Year High	1.61	1.22	5.61	4.55
	5-Year Low	0.67	0.63	3.13	2.85
	5-Year Median	1.01	0.95	4.22	3.61
EV/Sales TTM	Current	1.28	0.88	4.4	3.34
	5-Year High	4.84	0.88	4.4	3.34
	5-Year Low	0.75	0.29	2.56	2.16
	5-Year Median	1.32	0.55	3.45	2.8

As of 01/17/2020

Industry Analysis Zacks Industry Rank: Top 37% (94 out of 254)



Top Peers

Apple Inc. (AAPL)	Outperform
Cisco Systems, Inc. (CSCO)	Neutral
3D Systems Corporation (DDD)	Neutral
HP Inc. (HPQ)	Neutral
Panasonic Corp. (PCRFY)	Neutral
voxeljet AG (VJET)	Neutral
Canon, Inc. (CAJ)	Underperform
Lenovo Group Ltd. (LNVGY)	Underperform

Industry Comparison Industry: Computer - Peripheral Equipment				Industry Peers		
	SSYS Neutral	X Industry	S&P 500	DDD Neutral	HPQ Neutral	VJET Neutral
VGM Score	D	-	-	D	A	D
Market Cap	1.19 B	93.82 M	24.65 B	1.35 B	31.93 B	36.39 M
# of Analysts	4	1.5	13	5	4	1
Dividend Yield	0.00%	0.00%	1.73%	0.00%	3.21%	0.00%
Value Score	C	-	-	F	B	F
Cash/Price	0.31	0.24	0.04	0.11	0.15	0.37
EV/EBITDA	16.05	8.87	14.11	79.43	6.96	-9.11
PEG Ratio	1.47	2.75	2.08	5.64	4.81	NA
Price/Book (P/B)	1.02	2.88	3.39	2.67	NA	0.88
Price/Cash Flow (P/CF)	15.90	9.15	13.81	76.25	7.84	NA
P/E (F1)	34.02	34.15	19.19	129.66	9.61	NA
Price/Sales (P/S)	1.81	1.75	2.69	2.09	0.54	1.36
Earnings Yield	2.94%	2.79%	5.21%	0.79%	10.42%	-21.94%
Debt/Equity	0.01	0.06	0.72	0.11	-4.01	0.54
Cash Flow (\$/share)	1.37	0.87	6.94	0.15	2.80	-0.33
Growth Score	F	-	-	C	B	B
Hist. EPS Growth (3-5 yrs)	-13.33%	14.62%	10.56%	-23.66%	-12.10%	NA
Proj. EPS Growth (F1/F0)	8.51%	31.51%	7.57%	175.86%	2.01%	18.87%
Curr. Cash Flow Growth	-0.70%	-0.70%	14.73%	-770.00%	8.32%	-5.21%
Hist. Cash Flow Growth (3-5 yrs)	-13.29%	12.96%	9.00%	-30.40%	-18.40%	NA
Current Ratio	3.93	2.06	1.24	2.29	0.80	4.53
Debt/Capital	1.20%	5.96%	42.99%	11.27%	NA	34.94%
Net Margin	-0.27%	-0.23%	11.14%	-10.74%	5.36%	-45.17%
Return on Equity	1.18%	1.18%	17.16%	-9.77%	-241.43%	-25.03%
Sales/Assets	0.47	1.00	0.55	0.75	1.80	0.34
Proj. Sales Growth (F1/F0)	3.10%	3.89%	4.16%	3.08%	-1.20%	20.00%
Momentum Score	B	-	-	C	B	A
Daily Price Chg	-0.55%	0.00%	0.27%	-3.55%	1.38%	1.36%
1 Week Price Chg	3.74%	0.72%	0.39%	16.71%	4.14%	-0.48%
4 Week Price Chg	2.54%	4.20%	2.95%	25.11%	8.23%	-16.04%
12 Week Price Chg	12.80%	9.69%	7.76%	32.52%	28.33%	-2.19%
52 Week Price Chg	3.91%	4.33%	22.29%	1.60%	3.49%	-9.01%
20 Day Average Volume	404,605	29,949	1,536,375	1,798,530	7,132,506	29,949
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.00%	0.00%	0.00%	0.00%	0.31%	0.00%
(F1) EPS Est 12 week change	11.30%	-1.20%	-0.40%	27.66%	2.19%	-19.44%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	0.00%	0.15%	0.00%

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 have an excellent 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	F
Momentum Score	B
VGM Score	D

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

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