

WEC Energy Group (WEC)

\$89.08 (As of 06/24/21)

Price Target (6-12 Months): **\$94.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 03/25/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:D

Value: C

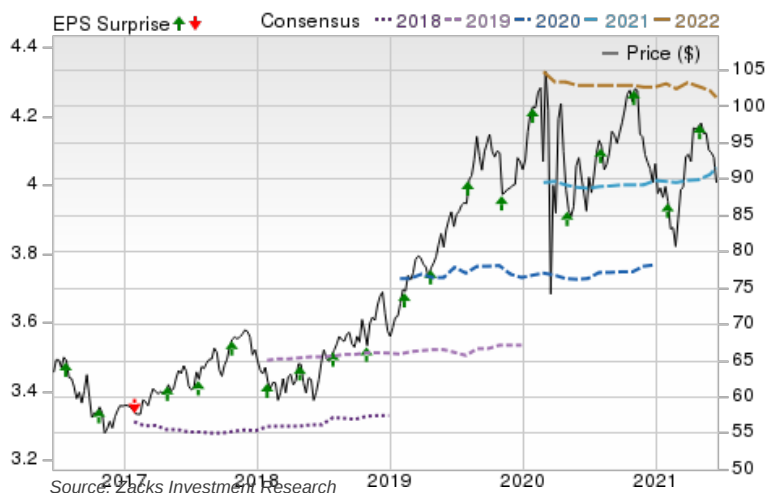
Growth: C

Momentum: F

Summary

WEC Energy continues to add electric and natural gas customers, which is likely to boost demand for its services. Also, the utility targets a \$16.1-billion investment in the 2021-2025 period to strengthen its infrastructure and add renewable assets to its portfolio. Ongoing investment is increasing efficiency of operations and is allowing the company to provide reliable services. It is also focused on becoming net carbon neutral by 2050 from the 2005 levels and is spending in cost-effective low-emission generation projects. Also, the utility continues to boost its shareholder value through dividend hikes. However, shares of the company have underperformed the industry in the past month. Rigid state, local and federal governmental rules may affect its ability to recover costs. Further, reliance on its units' financial footing is a concern.

Price, Consensus & Surprise



Data Overview

52-Week High-Low **\$106.85 - \$80.55**

20-Day Average Volume (Shares) **1,096,672**

Market Cap **\$28.1 B**

Year-To-Date Price Change **-3.2%**

Beta **0.18**

Dividend / Dividend Yield **\$2.71 / 3.0%**

Industry **Utility - Electric Power**

Zacks Industry Rank **Bottom 22% (196 out of 252)**

Last EPS Surprise **9.5%**

Last Sales Surprise **25.4%**

EPS F1 Estimate 4-Week Change **0.4%**

Expected Report Date **08/03/2021**

Earnings ESP **-0.2%**

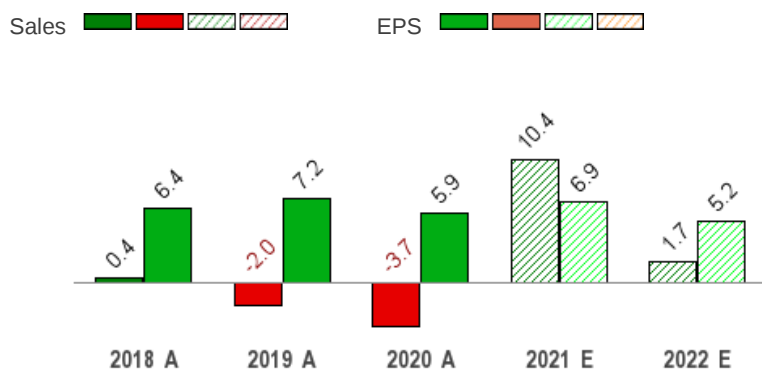
P/E TTM **22.4**

P/E F1 **22.0**

PEG F1 **3.7**

P/S TTM **3.6**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					8,129 E
2021	2,691 A	1,624 E	1,693 E	1,987 E	7,996 E
2020	2,109 A	1,549 A	1,651 A	1,933 A	7,242 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022					\$4.26 E
2021	\$1.61 A	\$0.80 E	\$0.85 E	\$0.80 E	\$4.05 E
2020	\$1.43 A	\$0.76 A	\$0.84 A	\$0.76 A	\$3.79 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/24/2021. The report's text and the

analyst-provided price target are as of 06/25/2021.

Overview

WEC Energy Group is a diversified holding company, engaged in the generation and distribution of electricity in southeastern, east central and northern Wisconsin, as well as in the upper peninsula of Michigan.

The company also distributes natural gas; owns, develops and operates coal, oil, gas and renewable fuel-based electricity generating facilities; and invests in other energy-related entities. It also develops and invests in real estate.

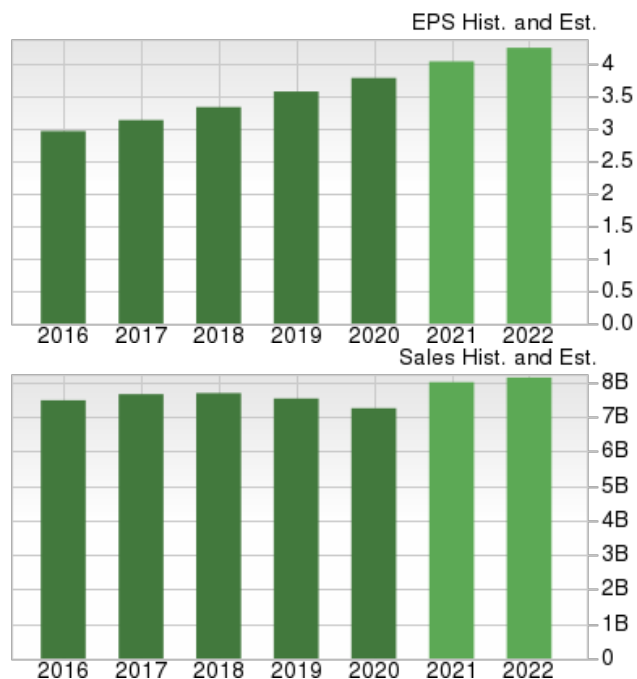
WEC Energy was founded in 1981 and is headquartered in Milwaukee, WI.

In June 2015, Wisconsin Energy Corporation announced that it has completed the acquisition of Integrys Energy, forming WEC Energy Group. The major operating headquarters of the combined entity are in Milwaukee, Green Bay and Chicago.

In June 2017, the company completed the acquisition of Bluewater Natural Gas Holding — an operator of underground natural gas storage facility in Michigan.

Currently, the company provides electricity and natural gas to 4.6 million customers in Wisconsin, Illinois, Michigan and Minnesota through its customer facing brands — We Energies, Wisconsin Public Service, Peoples Gas, North Shore Gas, Michigan Gas Utilities and Minnesota Energy Resources.

The company's other major subsidiary is We Power. Post completion of the acquisition WEC Energy Group has a 60% ownership interest in ATC. The company has 70,600 miles of electric distribution lines and 49,500 miles of gas distribution lines. The company has an asset base of \$37 billion.



Reasons To Buy:

- ▲ Owing to efficient management and proper execution of plans, WEC Energy delivered strong results in the last reported quarter. Earnings of the company have surpassed annual guidance in the past 17 years.

In 2020, demand from large and small commercial and industrial (C&I) customers fell due to the pandemic-induced lockdown but increased residential demand and the company's operating efficiency cushioned its results. Though demand from C&I group is gradually improving on vaccine rollouts and the reopening of economic activities, it is yet touch the pre-pandemic levels. Lower sales volumes from the C&I group were offset by continued growth in residential demand during the first quarter. WEC Energy is well positioned to deal with any uncertainties that might come ahead. Also, it expects its current-year earnings per share to reach the higher end of the \$3.99-\$4.03 range.

WEC Energy's ongoing investments in infrastructure projects, focus on clean energy, increase in customer base along with its "Delivering" the Future initiative will drive growth.

- ▲ Based on improving condition in the company's service area, it continues to witness an uptick in customer volumes. At the end of first-quarter 2021, the company was serving additional 7,000 electric and 25,000 natural gas customers from the year-ago quarter's levels.

Also, the utility continues to benefit from its regional economic developments. For example, the utility has filed for approval to increase investments up to \$154 million in Blue Sky Green Field Wind Park and Crane Creek Wind Park projects, which are likely to be completed by the end of 2022.

- ▲ It is working to maintain reliable and affordable services for customers. It is seeking an approval for two Liquefied Natural Gas (LNG) facilities to address the demand for additional natural gas supply in Wisconsin. If approved, the construction of the same will begin in the fall of 2021 and the facilities will be in service by late 2023. Total investments in the project are expected to be \$370 million. These LNG facilities will provide a solution for Southeastern Wisconsin to meet peak customer demand during the coldest days of the year.

- ▲ WEC Energy is also focused on replacing older generation facilities with zero-carbon-emitting renewable and natural gas-based generation by 2025. In 2020, the company reduced carbon emissions by 50% from the 2005 levels. Also, it updated its plans and aims to cut carbon emission by 60% within 2025, 80% by 2030, both from a 2005 baseline. Further, it intends to become net carbon neutral by 2050. The company now expects to trim methane emissions by 100% from the 2011 levels by 2030, which was earlier planned to be 30%. To this end, it has retired 1,800 megawatt (MW) of coal-fired plants since 2018 and aims to remove another 1,800 MW by 2025.

The company is investing in cost-effective zero-carbon generation like solar and wind. In the 2021-2025 time frame, it plans to invest \$16.1 billion. For the Wisconsin segment, the utility received an approval to invest in two solar projects with 100-MW capacity each. Commercial operation of Badger Hollow I is likely to begin in the third quarter of 2021 while that of Badger Hollow II is targeted for December 2022. In February, it filed an application to acquire and construct the Paris SolarBattery Park while in March, it did the same for Darien SolarBattery Park. Moreover, in March and April, it submitted an application to take over the Red Barn Wind Park and Koshkonong Solar-Battery Park, respectively. In April, it sent an application to construct 128 MWs of natural gas-fired generation in northern Wisconsin.

- ▲ The utility company has been consistently hiking dividends. On Jan 21, 2021, the company hiked its annual dividend rate to \$2.71, reflecting an increase of 7.1% and resultantly, increasing shareholders' value. Its current dividend yield is 3.04%, better than the Zacks S&P 500 composite's 1.35%, on average.
- ▲ As of Mar 31, 2021, the company had long-term debt of \$12,317.7 million compared with \$11,728.1 million on Dec 31, 2020. Its times interest earned ratio at the first-quarter-end improved to 4.04 from 3.90 in the prior quarter. The strong ratio indicates that the firm will be able to meet its debt obligations in the near future without any difficulties. At a time when every entity is looking forward to preserve liquidity amid uncertainties stemming from the COVID-19 outbreak, improving times interest earned ratio of the company is reassuring for investors.

Moreover, WEC Energy carries strong investment-grade credit ratings, ranging between A+ and BBB-, which allow it to enjoy superior creditworthiness in the market. This, in turn, allows the company access to cheaper sources of funds for its investment projects.

Reasons To Sell:

▼ Shares have lost 5.2% in the past month, compared to the industry's 2.1% fall. The company's operations are subject to significant state, local and federal governmental regulation, including regulation by the various utility commissions in the states where they serve customers. These regulations may affect WEC Energy's ability to recover costs from utility customers as well as cause it to incur substantial compliance and other costs. Moreover, a significant portion of the company's electricity is generated from coal. The emission rules are becoming stricter and the company might incur significant costs to comply with these environmental requirements, including costs associated with the installation of pollution control equipment, environmental monitoring, emission fees and permits at its facilities.

Dependency upon subsidiaries, significant government regulation and adherence of the same could hurt margins.

▼ WEC Energy, as a holding company, depends on the performance of its subsidiaries to meet financial obligations. These subsidiaries have their own financial obligations to fulfill and might not be able to pay dividend or other desired amounts, compromising WEC Energy's ability to meet its financial obligations.

Last Earnings Report

WEC Energy's Q1 Earnings & Revenues Beat, Rise Y/Y

WEC Energy delivered first-quarter 2021 earnings per share of \$1.61, which beat the Zacks Consensus Estimate of \$1.47 by 9.5%. Also, the bottom line improved 12.6% from the year-ago quarter's \$1.43 per share.

Revenues

Operating revenues of \$2,691.4 million topped the Zacks Consensus Estimate of \$2,147 million by 25.4%. Also, the top line grew 27.6% from \$2,108.6 million in the year-ago quarter.

Highlights of the Release

In the first three months of 2021, residential use of electricity rose 4.8% year over year. Electricity consumption by small commercial and industrial customers dipped 0.3% year over year. Electricity used by large commercial and industrial customers excluding iron ore mines slid 1% on a year-over-year basis. On a weather-normal basis, retail deliveries of electricity excluding the iron ore mine inched up 1.4%.

Natural gas deliveries in Wisconsin excluding gas used for power generation moved up 3.2% during the reported quarter. On a weather-normal basis, natural gas deliveries rose 0.5%.

Total operating expenses for the first quarter amounted to \$2,062.1 million, up 39.1% from the year-ago quarter's \$1,482 million.

Operating income came in at \$629.3 million, increasing 0.4% from the prior-year period's \$626.6 million.

At the end of first-quarter 2021, the company was serving additional 7,000 electric and 25,000 natural gas customers from the year-ago quarter's levels.

Financial Position

As of Mar 31, 2021, WEC Energy had cash and cash equivalents of \$26.1 million compared with \$24.8 million as of Dec 31, 2020.

As of Mar 31, 2021, the company had long-term debt of \$12,317.7 million compared with \$11,728.1 million on Dec 31, 2020.

The company's net cash provided by operating activities in the first three months of 2021 was \$395.2 million compared with \$690.5 million in the comparable period in 2020.

Capital expenditure in the quarter was \$470.6 million compared with \$496.1 million in the comparable period of last year.

2021 Guidance

The company expects its current-year earnings per share to reach the higher end of the \$3.99-\$4.03 range. Also, the Zacks Consensus Estimate for the same is \$4.02, which is near the upper end of the utility's current guided range.

Quarter Ending	03/2021
Report Date	May 03, 2021
Sales Surprise	25.37%
EPS Surprise	9.52%
Quarterly EPS	1.61
Annual EPS (TTM)	3.97

Valuation

WEC Energy shares are down 3.2% in the year-to-date period, but up 4.2% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Utility sector were up 0.7% and 0.8%, respectively in the year-to-date period. Over the past year, the Zacks sub-industry is up 10.2% and sector is up 13.3%.

The S&P 500 index is up 14.4% in the year-to-date period and 44.1% in the past year.

The stock is currently trading at 21.47X of forward 12 months earnings, which compares to 14.89X for the Zacks sub-industry, 13.65X for the Zacks sector and 21.78X for the S&P 500 index.

Over the past five years, the stock has traded as high as 27.63X and as low as 17.29X, with a 5-year median of 20.99X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$94 price target reflects 22.66X of forward 12 months earnings.

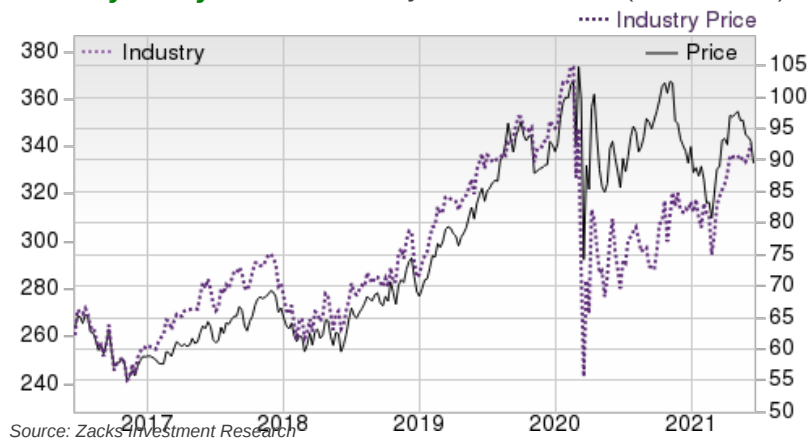
The table below shows summary valuation data for WEC

Valuation Multiples -WEC					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	21.47	14.89	13.65	21.78
	5-Year High	27.63	16.07	15.34	23.83
	5-Year Low	17.29	11.62	11.37	15.31
	5-Year Median	20.99	13.43	13.82	18.05
P/S F12M	Current	3.6	2.47	2.86	4.73
	5-Year High	4.38	2.56	3.17	4.74
	5-Year Low	1.92	1.79	1.78	3.21
	5-Year Median	2.87	2.13	2.2	3.72
P/B TTM	Current	2.57	1.89	3.63	7.1
	5-Year High	3.23	2.11	3.87	7.1
	5-Year Low	1.91	1.31	2.26	3.84
	5-Year Median	2.34	1.72	2.62	5.02

As of 6/24/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 22% (196 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Ameren Corporation (AEE)	Neutral	3
Avangrid, Inc. (AGR)	Neutral	3
CMS Energy Corporation (CMS)	Neutral	3
CenterPoint Energy, Inc. (CNP)	Neutral	2
China Resources Power Holdings Co. (CRPJY)	Neutral	3
Centrais Eltricas Brasileiras SA (EBR)	Neutral	3
Fortis Inc. (FTS)	Neutral	3
PPL Corporation (PPL)	Underperform	5

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

Industry Comparison Industry: Utility - Electric Power				Industry Peers		
	WEC	X Industry	S&P 500	CNP	FTS	PPL
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Underperform
Zacks Rank (Short Term)	3	-	-	2	3	5
VGM Score	D	-	-	F	B	B
Market Cap	28.10 B	10.70 B	29.99 B	14.23 B	21.36 B	21.49 B
# of Analysts	4	2.5	12	5	5	3
Dividend Yield	3.04%	3.23%	1.35%	2.61%	3.39%	5.94%
Value Score	C	-	-	F	B	B
Cash/Price	0.00	0.06	0.06	0.07	0.01	0.02
EV/EBITDA	13.94	10.95	17.12	33.57	13.44	8.03
PEG F1	3.67	3.53	2.06	4.00	3.25	NA
P/B	2.57	1.58	4.11	2.24	1.44	1.86
P/CF	12.91	8.16	17.50	6.24	10.77	6.70
P/E F1	22.01	18.01	21.14	17.09	20.30	14.50
P/S TTM	3.59	2.01	3.40	1.82	3.12	3.33
Earnings Yield	4.55%	5.39%	4.66%	5.83%	4.92%	6.91%
Debt/Equity	1.13	1.07	0.66	2.21	1.25	1.19
Cash Flow (\$/share)	6.90	4.53	6.86	3.93	4.22	4.17
Growth Score	C	-	-	F	B	B
Historical EPS Growth (3-5 Years)	6.57%	4.91%	9.59%	6.75%	3.13%	-0.03%
Projected EPS Growth (F1/F0)	6.73%	5.93%	21.79%	2.43%	13.23%	-19.72%
Current Cash Flow Growth	5.57%	5.03%	1.02%	-4.19%	7.28%	3.89%
Historical Cash Flow Growth (3-5 Years)	10.34%	5.85%	7.28%	7.93%	11.85%	5.69%
Current Ratio	0.63	0.88	1.39	0.74	0.65	1.30
Debt/Capital	52.90%	51.64%	41.51%	61.71%	53.52%	54.28%
Net Margin	16.08%	9.04%	12.06%	10.12%	13.79%	-14.33%
Return on Equity	11.83%	9.41%	16.59%	16.59%	6.54%	12.02%
Sales/Assets	0.22	0.22	0.51	0.23	0.16	0.14
Projected Sales Growth (F1/F0)	10.41%	3.56%	9.56%	4.77%	14.46%	5.22%
Momentum Score	F	-	-	C	C	B
Daily Price Change	0.12%	0.22%	0.58%	-0.77%	0.29%	0.50%
1-Week Price Change	-3.74%	-3.11%	1.06%	-5.81%	-2.09%	-5.86%
4-Week Price Change	-4.57%	-0.86%	1.56%	-2.27%	0.07%	-3.86%
12-Week Price Change	-4.54%	-0.43%	6.14%	8.21%	4.86%	-2.92%
52-Week Price Change	4.54%	16.65%	38.35%	35.04%	20.75%	9.14%
20-Day Average Volume (Shares)	1,096,672	286,584	1,811,241	5,364,174	303,283	4,681,325
EPS F1 Estimate 1-Week Change	-0.12%	0.00%	0.00%	0.28%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.37%	0.00%	0.01%	0.28%	0.45%	0.00%

Past performance is no guarantee of future results. Please see important disclosures and definitions at the end of this report.

EPS F1 Estimate 12-Week Change	0.79%	:	0.45%	3.54%	:	-0.28%	2.47%	-2.69%
EPS Q1 Estimate Monthly Change	1.70%	:	0.00%	0.00%	:	-0.99%	2.06%	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	C
Growth Score	C
Momentum Score	F
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.

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 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.