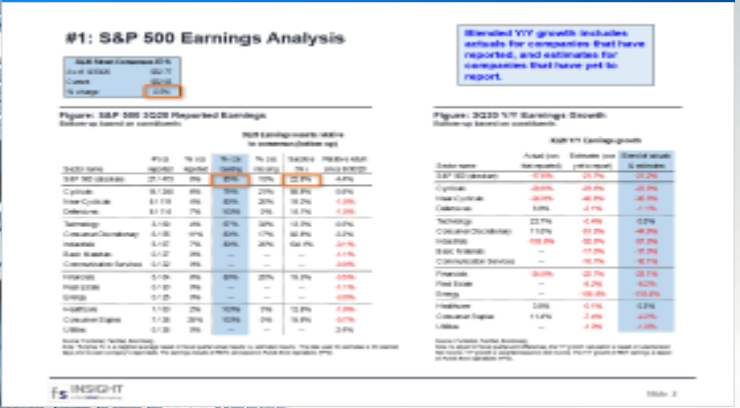


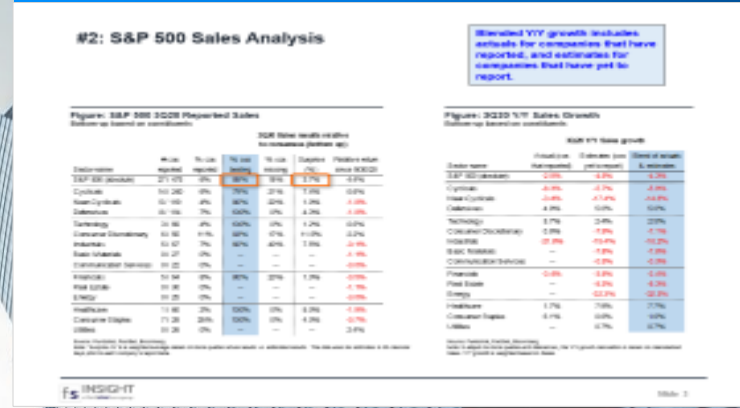
# FS Insight Daily Earnings Update

10/14/20

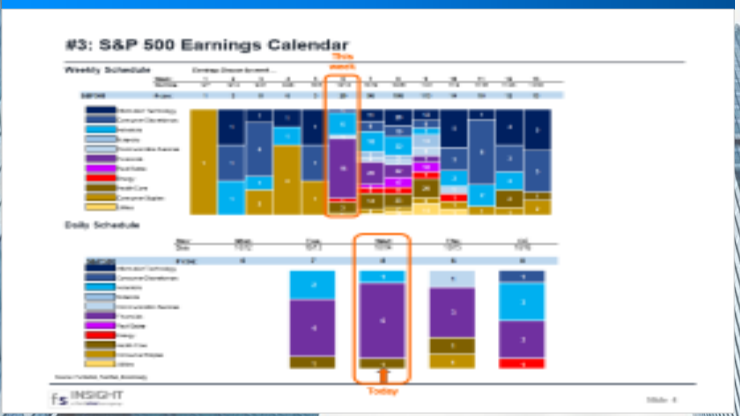
## S&P 500 3Q20 Earnings Analysis



## S&P 500 3Q20 Sales Analysis



## S&P 500 Earnings Calendar



## Today's Earnings



# #1: S&P 500 Earnings Analysis

3Q20 Street Consensus EPS	
As of 9/30/20	\$32.77
Current	\$32.93
% change	0.5%

Blended Y/Y growth includes actuals for companies that have reported, and estimates for companies that have yet to report.

**Figure: S&P 500 3Q20 Reported Earnings**

Bottom-up based on constituents

Sector name	# cos reported	% cos reported	3Q20 Earnings results relative to consensus (bottom up)		Surprise (%)	Relative return since 9/30/20
			% cos beating	% cos missing		
S&P 500 (absolute)	27 / 473	6%	85%	15%	22.8%	4.4%
Cyclicals	14 / 240	6%	79%	21%	55.8%	0.6%
Near-Cyclicals	5 / 119	4%	80%	20%	19.3%	-1.0%
Defensives	8 / 114	7%	100%	0%	14.1%	-1.0%
Technology	3 / 69	4%	67%	33%	13.3%	0.6%
Consumer Discretionary	6 / 55	11%	83%	17%	82.8%	2.2%
Industrials	5 / 67	7%	80%	20%	104.1%	-0.1%
Basic Materials	0 / 27	0%	—	—	—	-1.1%
Communication Services	0 / 22	0%	—	—	—	-0.0%
Financials	5 / 64	8%	80%	20%	19.3%	-0.5%
Real Estate	0 / 30	0%	—	—	—	-1.1%
Energy	0 / 25	0%	—	—	—	-3.0%
Healthcare	1 / 60	2%	100%	0%	12.8%	-1.9%
Consumer Staples	7 / 28	25%	100%	0%	15.8%	-0.7%
Utilities	0 / 26	0%	—	—	—	2.4%

Source: Fundstrat, FactSet, Bloomberg.

Note: "Surprise %" is a weighted average based on fiscal quarter actual results vs. estimated results. The date used for estimates is 30 calendar days prior to each company's report date. The earnings results of REITs are based on Funds from Operations (FFO).

**Figure: 3Q20 Y/Y Earnings Growth**

Bottom-up based on constituents

Sector name	3Q20 Y/Y Earnings growth		
	Actual (cos that reported)	Estimates (cos yet to report)	Blend of actuals & estimates
S&P 500 (absolute)	-17.6%	-21.7%	-21.2%
Cyclicals	-29.6%	-23.6%	-23.9%
Near-Cyclicals	-24.0%	-40.8%	-36.6%
Defensives	6.8%	-2.1%	-1.1%
Technology	22.7%	-0.4%	0.5%
Consumer Discretionary	11.6%	-51.3%	-44.9%
Industrials	-103.9%	-52.3%	-57.3%
Basic Materials	—	-17.0%	-17.0%
Communication Services	—	-16.1%	-16.1%
Financials	-24.0%	-22.7%	-23.1%
Real Estate	—	-6.2%	-6.2%
Energy	—	-118.4%	-118.4%
Healthcare	3.5%	-0.1%	0.3%
Consumer Staples	11.4%	-7.4%	-4.2%
Utilities	—	-1.0%	-1.0%

Source: Fundstrat, FactSet, Bloomberg.

Note: to adjust for fiscal quarter-end differences, the Y/Y growth calculation is based on calendarized Net Income. Y/Y growth is weighted based on Net Income. The Y/Y growth of REIT earnings is based on Funds from Operations (FFO).

## #2: S&P 500 Sales Analysis

Blended Y/Y growth includes actuals for companies that have reported, and estimates for companies that have yet to report.

**Figure: S&P 500 3Q20 Reported Sales**

Bottom-up based on constituents

Sector name	# cos reported	% cos reported	3Q20 Sales results relative to consensus (bottom up)			
			% cos beating	% cos missing	Surprise (%)	Relative return since 9/30/20
S&P 500 (absolute)	27 / 473	6%	85%	15%	3.7%	4.4%
Cyclicals	14 / 240	6%	79%	21%	7.4%	0.6%
Near-Cyclicals	5 / 119	4%	80%	20%	1.0%	-1.0%
Defensives	8 / 114	7%	100%	0%	4.3%	-1.0%
Technology	3 / 69	4%	100%	0%	1.2%	0.6%
Consumer Discretionary	6 / 55	11%	83%	17%	11.5%	2.2%
Industrials	5 / 67	7%	60%	40%	7.5%	-0.1%
Basic Materials	0 / 27	0%	—	—	—	-1.1%
Communication Services	0 / 22	0%	—	—	—	-0.0%
Financials	5 / 64	8%	80%	20%	1.0%	-0.5%
Real Estate	0 / 30	0%	—	—	—	-1.1%
Energy	0 / 25	0%	—	—	—	-3.0%
Healthcare	1 / 60	2%	100%	0%	5.0%	-1.9%
Consumer Staples	7 / 28	25%	100%	0%	4.0%	-0.7%
Utilities	0 / 26	0%	—	—	—	2.4%

Source: Fundstrat, FactSet, Bloomberg.

Note: "Surprise %" is a weighted average based on fiscal quarter actual results vs. estimated results. The date used for estimates is 30 calendar days prior to each company's report date.

**Figure: 3Q20 Y/Y Sales Growth**

Bottom-up based on constituents

Sector name	3Q20 Y/Y Sales growth		
	Actual (cos that reported)	Estimates (cos yet to report)	Blend of actuals & estimates
S&P 500 (absolute)	-2.5%	-4.5%	-4.3%
Cyclicals	-8.3%	-5.7%	-5.9%
Near-Cyclicals	-3.4%	-17.4%	-14.8%
Defensives	4.9%	5.0%	5.0%
Technology	3.7%	2.4%	2.5%
Consumer Discretionary	0.6%	-7.9%	-7.1%
Industrials	-21.8%	-15.4%	-16.2%
Basic Materials	—	-7.8%	-7.8%
Communication Services	—	-0.3%	-0.3%
Financials	-3.4%	-3.5%	-3.4%
Real Estate	—	-5.3%	-5.3%
Energy	—	-32.3%	-32.3%
Healthcare	1.7%	7.9%	7.7%
Consumer Staples	6.1%	0.6%	1.6%
Utilities	—	0.7%	0.7%

Source: Fundstrat, FactSet, Bloomberg.

Note: to adjust for fiscal quarter-end differences, the Y/Y growth calculation is based on calendarized Sales. Y/Y growth is weighted based on Sales.

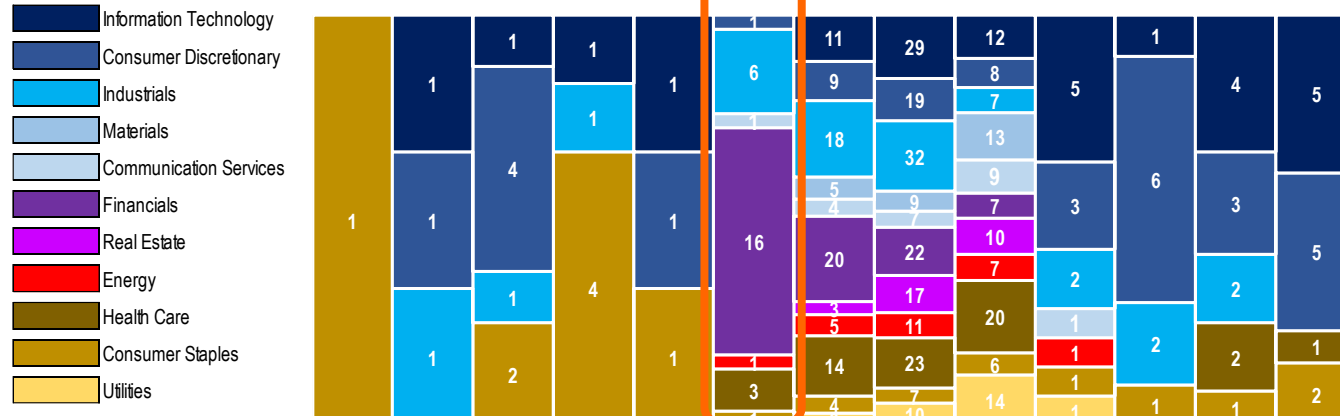
# #3: S&P 500 Earnings Calendar

This week

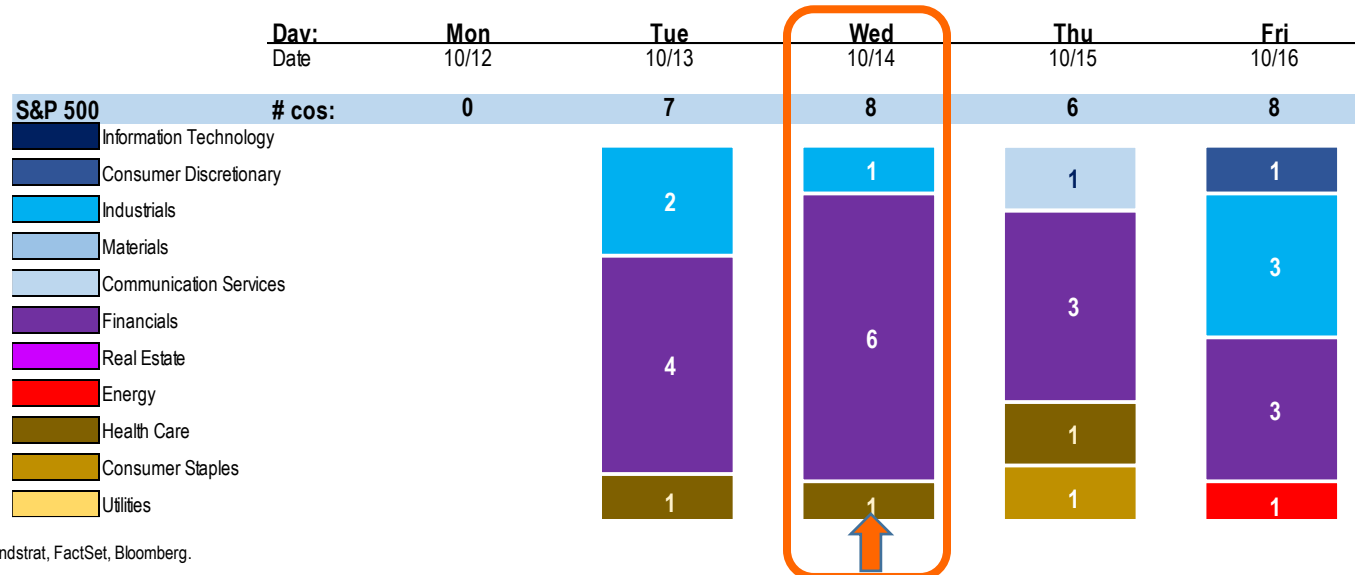
## Weekly Schedule

Earnings Season by week....

Week:	1	2	3	4	5	6	7	8	9	10	11	12	13	
Start Date	9/7	9/14	9/21	9/28	10/5	10/12	10/19	10/26	11/2	11/9	11/16	11/23	11/30	
<b>S&amp;P 500</b>	<b># cos:</b>	1	3	8	6	3	29	96	186	113	14	10	12	13



## Daily Schedule



Source: Fundstrat, FactSet, Bloomberg.

# #4: Today's earnings

Sorted industry peer surprise



## Earnings Today

GICS peer group summary

Earnings

Sales

Ticker	Name	GICS 3 Industry	Time	Call Number	Sales (Est.)	EPS (Est.)	# of peers		Avg. surprise	Surprise Range	% beating		Avg. surprise	Surprise Range
							reported	beating			beating	surprise		
1 BAC	Bank Of America Corp	Banks	08:30 AM	1.877.200.4456	\$20,797	\$0.49	3 / 18	100.0%	44.5%	67.1% to 16.4%	100.0%	4.8%	9.1% to 1.0%	
2 WFC	Wells Fargo & Co	Banks	10:00 AM	866-872-5161	\$17,992	\$0.44	3 / 18	100.0%	44.5%	67.1% to 16.4%	100.0%	4.8%	9.1% to 1.0%	
3 USB	Us Bancorp	Banks	09:00 AM	706 634 9086	\$5,697	\$0.91	3 / 18	100.0%	44.5%	67.1% to 16.4%	100.0%	4.8%	9.1% to 1.0%	
4 PNC	Pnc Financial Services Group I	Banks	09:30 AM	(877) 402-9103	\$4,004	\$2.12	3 / 18	100.0%	44.5%	67.1% to 16.4%	100.0%	4.8%	9.1% to 1.0%	
5 GS	Goldman Sachs Group Inc/The	Capital Markets	09:30 AM	+1-888-281-7154	\$9,379	\$5.54	1 / 20	100.0%	20.2%	20.2% to 20.2%	100.0%	13.7%	13.7% to 13.7%	
6 UAL	United Airlines Holdings Inc	Airlines	10:30 AM	N/A	\$2,501	(\$7.53)	1 / 5	0.0%	(10.3%)	(10.3%) to (10.3%)	0.0%	(4.0%)	(4.0%) to (4.0%)	
7 UNH	Unitedhealth Group Inc	Health Care Providers & Services	08:45 AM	N/A	\$63,787	\$3.11	0 / 15							
8 PGR	Progressive Corp/The	Insurance	N/A	N/A	\$10,782	\$1.71	0 / 22							

Source: Fundstrat, FactSet, Bloomberg.

Sorted  
by

## #5: SALES BEATS over the last week

Figure: Companies beating top-line estimates

Sorted based on magnitude of sales beat

					Surprise magnitude <sup>(1)</sup>									Surprise magnitude <sup>(1)</sup>			
Ticker	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Sales	EBIT margin	EPS	Relative perf since report	Ticker	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Sales	EBIT margin	EPS	Relative perf since report
1	BLK	BlackRock, Inc.	Asset Management & C	\$97,431	10/13/20	13.7%		20.2%	0.0%								
2	JPM	JPMorgan Chase & Co.	Diversified Banks	\$307,137	10/13/20	9.1%		50.0%	0.0%								
3	JNJ	Johnson & Johnson	Pharmaceuticals	\$390,605	10/13/20	5.0%	-88 bp	12.2%	0.0%								
4	FRC	First Republic Bank	Regional Banks	\$21,300	10/13/20	4.3%		16.4%	0.0%								
5	PAYX	Paychex, Inc.	Data Processing & Out	\$29,839	10/6/20	4.3%	224 bp	14.4%	0.0%								
6	DPZ	Domino's Pizza, Inc.	Restaurants	\$16,065	10/8/20	2.7%	-108 bp	-8.0%	-0.2%								
7	C	Citigroup Inc.	Diversified Banks	\$90,936	10/13/20	1.0%		67.1%	0.0%								
8	LW	Lamb Weston Holdings, Inc.	Packaged Foods & Me	\$10,531	10/7/20	0.4%	536 bp	89.2%	-3.1%								

Source: Fundstrat, FactSet, Bloomberg.

(1) Compares the actual reported result to the consensus estimate. The date used for estimates is 30 calendar days prior to the company's report date.

Sorted  
by

# #5a: SALES MISSES over the last week

Figure: Companies missing top-line estimates

Sorted based on magnitude of sales miss

Ticker	SEDOL	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Surprise magnitude <sup>(1)</sup>			Relative perf since report	Ticker	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Surprise magnitude <sup>(1)</sup>		
						Sales	EBIT margin	EPS							Sales	EBIT margin	EPS
1	DAL	B1W9D46	Delta Air Lines, Inc.	Airlines	\$20,265	10/13/20	-4.0%	-940 bp	-10.3%	0.0%							
2	FAST	2332262	Fastenal Company	Trading Companies & I	\$26,014	10/13/20	-0.0%	17 bp	1.5%	0.0%							

Source: Fundstrat, FactSet, Bloomberg.

(1) Compares the actual reported result to the consensus estimate. The date used for estimates is 30 calendar days prior to the company's report date.

# #6: EPS BEATS over the last week

Sorted

by



**Figure: Companies beating bottom-line estimates**

Sorted based on magnitude of EPS beat

Surprise magnitude <sup>(1)</sup>

Rank	Ticker	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Surprise magnitude <sup>(1)</sup>		
						Sales	EBIT margin	EPS
1	LW	Lamb Weston Holdings, Inc.	Packaged Foods & Meats	\$10,531	10/7/20	0.4%	536 bp	89.2%
2	C	Citigroup Inc.	Diversified Banks	\$90,936	10/13/20	1.0%		67.1%
3	JPM	JPMorgan Chase & Co.	Diversified Banks	\$307,137	10/13/20	9.1%		50.0%
4	BLK	BlackRock, Inc.	Asset Management & Custody	\$97,431	10/13/20	13.7%		20.2%
5	FRC	First Republic Bank	Regional Banks	\$21,300	10/13/20	4.3%		16.4%
6	PAYX	Paychex, Inc.	Data Processing & Outsourced	\$29,839	10/6/20	4.3%	224 bp	14.4%
7	JNJ	Johnson & Johnson	Pharmaceuticals	\$390,605	10/13/20	5.0%	-88 bp	12.2%
8	FAST	Fastenal Company	Trading Companies & Distributor	\$26,014	10/13/20	-0.0%	17 bp	1.5%

Surprise magnitude <sup>(1)</sup>

Rank	Ticker	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Surprise magnitude <sup>(1)</sup>		
						Sales	EBIT margin	EPS

Source: Fundstrat, FactSet, Bloomberg.

(1) Compares the actual reported result to the consensus estimate. The date used for estimates is 30 calendar days prior to the company's report date.



# #6a: EPS MISSES over the last week

Sorted  
by



Figure: Companies missing bottom-line estimates

Sorted based on magnitude of EPS beat

1 2	Ticker	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Surprise magnitude <sup>(1)</sup>			Relative perf since report	Mkt cap (\$M)	Report date	Surprise magnitude <sup>(1)</sup>					
						Sales	EBIT margin	EPS				Sales	EBIT margin	EPS			
	DAL	Delta Air Lines, Inc.	Airlines	\$20,265	10/13/20	-4.0%	-940 bp	-10.3%	0.0%								
	DPZ	Domino's Pizza, Inc.	Restaurants	\$16,065	10/8/20	2.7%	-108 bp	-8.0%	-0.2%								

Source: Fundstrat, FactSet, Bloomberg.

(1) Compares the actual reported result to the consensus estimate. The date used for estimates is 30 calendar days prior to the company's report date.

Sorted  
by

# #7: EBIT MARGIN BEATS over the last week

**Figure: Companies beating margin estimates**

Sorted based on magnitude of EBIT margin beat

Ticker	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Surprise magnitude <sup>(1)</sup>			Relative perf since report	Ticker	Company name	Sub-industry group name	Mkt cap (\$M)	Report date	Surprise magnitude <sup>(1)</sup>			
					Sales	EBIT margin	EPS							Sales	EBIT margin	EPS	
1	LW	Lamb Weston Holdings, Inc.	Packaged Foods & Me	\$10,531	10/7/20	0.4%	536 bp	89.2%	-3.1%								
2	PAYX	Paychex, Inc.	Data Processing & Out	\$29,839	10/6/20	4.3%	224 bp	14.4%	0.0%								
3	FAST	Fastenal Company	Trading Companies & I	\$26,014	10/13/20	-0.0%	17 bp	1.5%	0.0%								

Source: Fundstrat, FactSet, Bloomberg.

(1) Compares the actual reported result to the consensus estimate. The date used for estimates is 30 calendar days prior to the company's report date.

# Disclosures

This research is for the clients of FS Insight only. For additional information, please contact us via phone at +1-212-293-7140 or via email at [inquiry@fsinsight.com](mailto:inquiry@fsinsight.com).

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