

FSInsight Daily Earnings Update

10/23/20

S&P 500 3Q20 Earnings Analysis

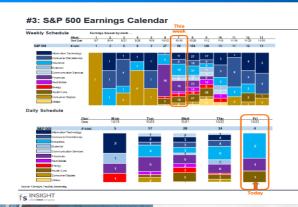


ure: 3Q20 Y/Y Earnings Growth												
	302	V/Y Earnings (growth									
	Actual (cos	Estimates (cos	Blend of actuals									
ector name	that reported)	yet to report)	& estimates									
&P 500 (absolute)	-14.7%	-17.0%	-18.5%									
yclicals	-28.0%	-15.2%	-10.3%									
ear-Cyclicals	-16.196	-64.0%	-30.3%									
otansives	6.0%	-0.7%	1.8%									
schridiogy	-5.6%	-0.3%	-1,4%									
onsumer Discretionary	-15.3%	-25.7%	-24, 196									
duatriels	-77.5%	-40.0%	-63.2%									
asic Materiats	-2.1%	-16.0%	-14.2%									
ammunication Services	-15,2%	-18.996	-17,7%									
inancials	-14.196	-14.9%	-14,395									
cal Estate	8.9%	-9.0%	-6.4%									
nergy	-79.8%	-129.0%	-121.096									
odificare	10.3%	1.3%	3.9%									
onsumer Staples	2.6%	-5.1%	-0.8%									
Sillion .	8.2%	-3.0%	-1.5%									

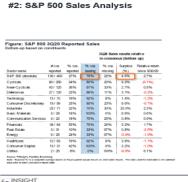
Slide 2

Slide 4

S&P 500 Earnings Calendar



S&P 500 3Q20 Sales Analysis



	30	20 YIY Sales gr	owth
	Actual (cos	Estimates (cos	Bierd of actuals
Sector name	that reported)	yet to report)	& estimates
S&P 500 (absolute)	-3.1%	-2.2%	-2.6%
Cyclicals	-8.0%	-0.8%	-2.7%
Near-Cyclicals	-6.0%	-21.7%	-14.0%
Detensives	6.4%	5.4%	5.7%
Technology	1.5%	2.0%	1.9%
Consumer Discretionary	-4.3%	4.0%	2.9%
Industrials	-21.3%	-11,296	-14.4%
Basic Materials	-4.9%	-7,1%	-6.5%
Communication Services	-3.0%	1.8%	0.196
Financials	-0.9%	-6.3%	2.0%
Final Estate	8.2%	-6.8%	-5.0%
Energy	-34.3%	-32,8%	-33.196
Healthcare	8.8%	8.2%	8.3%
Consumer Staples	5.8%	1.1%	3.3%
Utilities	-10.0%	0.5%	-0.7%

fs INSIGHT

Today's Earnings



#1: S&P 500 Earnings Analysis

3Q20 Street Consens	sus EPS
As of 9/30/20	\$32.77
Current	\$33.92
% change	3.5%

Figure: S&P 500 3Q20 Reported Earnings

Bottom-up based on constituents

				to consens	sus (bottor	n up)
	# cos	% cos	% cos	% cos	Surprise	Relative return
Sector name	reported	reported	beating	missing	(%)	since 9/30/20
S&P 500 (absolute)	130 / 490	27%	87%	13%	19.6%	2.7%
Cyclicals	60 / 250	24%	85%	15%	8.9%	-0.1%
Near-Cyclicals	43 / 120	36%	84%	16%	33.9%	0.5%
Defensives	27 / 120	23%	96%	4%	13.7%	-0.2%
Technology	13 / 70	19%	85%	15%	4.4%	-1.2%
Consumer Discretionary	15 / 59	25%	87%	13%	59.9%	-0.1%
Industrials	23 / 71	32%	87%	13%	32.6%	2.3%
Basic Materials	5/28	18%	100%	0%	45.4%	0.6%
Communication Services	4 / 22	18%	50%	50%	-6.5%	0.9%
Financials	34 / 64	53%	85%	15%	36.2%	1.7%
Real Estate	3 / 31	10%	100%	0%	2.4%	-2.5%
Energy	6 / 25	24%	67%	33%	-29.8%	-1.0%
Healthcare	12 / 63	19%	100%	0%	17.3%	-1.1%
Consumer Staples	13 / 31	42%	92%	8%	11.2%	-1.0%
Utilities	2 / 26	8%	100%	0%	3.5%	6.1%

3Q20 Earnings results relative

Source: FSInsight, 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).

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

Figure: 3Q20 Y/Y Earnings Growth Bottom-up based on constituents

3Q20 Y/Y Earnings growth

	Actual (cos	Estimates (cos	Blend of actuals
Sector name	that reported)	y et to report)	& estimates
S&P 500 (absolute)	-14.7%	-17.6%	-16.5%
Cyclicals	-28.6%	-16.2%	-19.3%
Near-Cyclicals	-16.1%	-54.6%	-30.3%
Defensives	6.6%	-0.7%	1.8%
Technology	-5.6%	-0.3%	-1.4%
Consumer Discretionary	-15.3%	-25.7%	-24.1%
Industrials	-77.5%	-40.0%	-53.2%
Basic Materials	-2.1%	-16.6%	-14.2%
Communication Services	-15.2%	-18.9%	-17.7%
Financials	-14.1%	-14.9%	-14.3%
Real Estate	8.9%	-9.0%	-6.4%
Energy	-79.8%	-129.0%	-121.5%
Healthcare	10.3%	1.3%	3.9%
Consumer Staples	2.6%	-5.1%	-0.8%
Utilities	8.2%	-3.0%	-1.5%

Source: FSInsight, 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

Figure: S&P 500 3Q20 Reported Sales Bottom-up based on constituents

				to consen	sus (bottor	n up)
	# cos	% cos	% cos	% cos	Surprise	Relative return
Sector name	reported	reported	beating	missing	(%)	since 9/30/20
S&P 500 (absolute)	130 / 490	27%	78%	22%	4.6%	2.7%
Cyclicals	60 / 250	24%	80%	20%	8.2%	(0.1%)
Near-Cyclicals	43 / 120	36%	67%	33%	2.7%	0.5%
Defensives	27 / 120	23%	89%	11%	3.1%	-0.2%
Technology	13 / 70	19%	92%	8%	1.4%	-1.2%
Consumer Discretionary	15 / 59	25%	80%	20%	8.6%	-0.1%
Industrials	23 / 71	32%	70%	30%	23.0%	2.3%
Basic Materials	5/28	18%	100%	0%	6.9%	0.6%
Communication Services	4 / 22	18%	75%	25%	0.8%	0.9%
Financials	34 / 64	53%	76%	24%	3.2%	1.7%
Real Estate	3 / 31	10%	33%	67%	0.8%	-2.5%
Energy	6 / 25	24%	33%	67%	-0.4%	-1.0%
Healthcare	12 / 63	19%	92%	8%	3.9%	-1.1%
Consumer Staples	13 / 31	42%	100%	0%	3.2%	-1.0%
Utilities	2 / 26	8%	0%	100%	-9.9%	6.1%

3Q20 Sales results relative

Source: FSInsight, 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.

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

Figure: 3Q20 Y/Y Sales Growth Bottom-up based on constituents

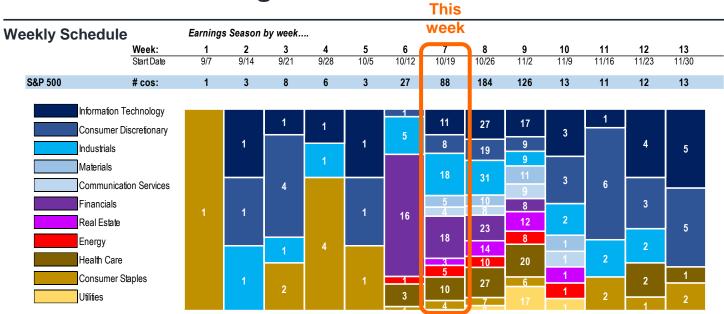
3Q20 Y/Y Sales growth

	Actual (cos	Estimates (cos	Blend of actuals
Sector name	that reported)	y et to report)	& estimates
S&P 500 (absolute)	-3.1%	-2.2%	-2.5%
Cyclicals	-8.5%	-0.8%	-2.7%
Near-Cyclicals	-6.6%	-21.7%	-14.6%
Defensives	6.4%	5.4%	5.7%
Technology	1.5%	2.0%	1.9%
Consumer Discretionary	-4.3%	4.0%	2.9%
Industrials	-21.3%	-11.2%	-14.4%
Basic Materials	-4.9%	-7.1%	-6.5%
Communication Services	-3.0%	1.8%	0.1%
Financials	-0.9%	-6.3%	-2.6%
Real Estate	8.2%	-6.8%	-5.5%
Energy	-34.3%	-32.8%	-33.1%
Healthcare	8.8%	8.2%	8.3%
Consumer Staples	5.8%	1.1%	3.3%
Utilities	-10.0%	0.5%	-0.7%

Source: FSInsight, 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

Daily Schedule

	Day:	Mon	Tue	Wed	Thu	Fri
	Date	10/19	10/20	10/21	10/22	10/23
S&P 500	# cos:	5	17	28	34	4
Information	Technology					
Consumer	Discretionary		1	2	4	
Industrials		0	2	3		
Materials		2	1	3	4	2
	ation Services		4	3		
Financials				1	9	
Real Estate	9	1		5	3	
Energy			5	2		1
Health Care	e	1		3	6	
Consumer	Staples		1	F		
Utilities		1	2	5	2	1
nsight, FactSet, Bloomberg					-	
nsigni, Facioel, Bioomberg	j.					



Today

Sorted industry peer

#4: Today's earnings

surprise

orning				GICS peer group summary									
arning	gs Today								E	Earnings		S	ales
							# of peers	0/	Ava		%	A.v.a	
Ticker	Name	GICS 3 Industry	Time	Call Number	Sales (Est.)	EPS (Est.)	•		Avg. surprise	Surprise Range		Avg. surprise	Surprise Range
1 AXP	American Express Co	Consumer Finance	08:30 AM	N/A	\$8,665	\$1.34	3/4	100.0%	118.0%	218.8% to 25.2%	66.7%	1.8%	9.7% to (5.6%)
2 NLSN	Nielsen Holdings Plc	Professional Services	N/A	N/A	\$1,519	\$0.39	3/5	100.0%	14.7%	17.8% to 11.0%	100.0%	2.8%	6.8% to 0.2%
		M 11	40.00 414	77 004 04000) 00	\$2.978	\$1.47	4 / 17	100.0%	34.0%	51.6% to 20.8%	100.0%	11.6%	19.1% to 5.3%
3 ITW	Illinois Tool Works Inc	Machinery	10:00 AM	77-201-01682) 33	: \$2,970	φ1.4 <i>1</i>	4/1/	100.0%	34.0%	51.0% IU 20.0%	100.076	11.070	19.1% 10 0.0%

Source: FSInsight, FactSet, Bloomberg.



Sorted by

Surprise magnitude (1)

#5: <u>SALES BEATS</u> over the last week

Figure: Companies beating top-line estimates

Sorted based on magnitude of sales beat

Sub-industry Mkt cap Report EBIT Relative perf Ticker Company name Sub-industry Mkt cap Report Sale margin EPS since report Ticker Company name group name (\$M) date Sale margin EPS since report Ticker Company name group name (\$M) date Sale 1 LMT Lockheed Martin Corporation Aerospace & Defense \$103,140 10/20/20 348.8% 4516 bp 2.8% -1.2% 36 ABT Abot Laboratories Health Care Equipment \$193,838 10/21/20 4.4% 2 ALGN Align Technology, Inc. Health Care Supplies \$35,708 10/21/20 41.6% 1793 bp 317.9% 34.4% 37 TFC Trust Financial Corporation Regional Banks \$58,576 10/15/20 4.3% 3 PNR Pentair plc Industrial Machinery \$8,597 10/21/20 18.2% 41.2% 1.7% 39 KO Coca-Cola Company Soft Drinks \$21,769 10/21/20 4.2% 4 MS Morgan Stanley <td< th=""><th>EBIT Relative perf margin EPS since report 106 bp 10.0% 2.8% 7.0% 4.0% 169 bp 5.4% 3.1% -108 bp 19.4% 0.0% 389 bp 15.8% -4.5% 194 bp 29.0% -1.7% 24.4% 0.0% 58 bp -9 bp 4.7% 0.0%</th></td<>	EBIT Relative perf margin EPS since report 106 bp 10.0% 2.8% 7.0% 4.0% 169 bp 5.4% 3.1% -108 bp 19.4% 0.0% 389 bp 15.8% -4.5% 194 bp 29.0% -1.7% 24.4% 0.0% 58 bp -9 bp 4.7% 0.0%
Image: Non-system in the system in	106 bp 10.0% 2.8% 7.0% 4.0% 169 bp 5.4% 3.1% -108 bp 19.4% 0.0% 389 bp 15.8% -4.5% 0.0% 29.0% -1.7% 24.4% 0.0% 58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
2ALGNAlign Technology, Inc.Health Care Supplies\$35,70810/21/2041.6%1793 bp317.9%34.4%37TFCTruist Financial CorporationRegional Banks\$58,57610/15/204.3%3PNRPentair plcIndustrial Machinery\$8,59710/20/2019.1%203 bp41.8%0.5%38TERTerady ne, Inc.Semiconductor Equipm\$15,09910/20/204.2%4MSMorgan StanleyInvestment Banking & I\$81,62910/15/2018.2%41.2%1.7%39KOCoca-Cola CompanySoft Drinks\$217,69310/20/204.2%5WHRWhirlpool CorporationHousehold Appliances\$12,07310/21/2016.3%468 bp84.9%-2.1%40CDNSCadence Design Systems, Inc.Application Software\$30,49310/19/203.9%6APHAmphenol Corporation Class AElectronic Components\$35,36110/21/2014.9%2.6%41AALAmerican Airlines Group, Inc.Airlines\$6,68810/22/203.9%	7.0% 4.0% 169 bp 5.4% 3.1% -108 bp 19.4% 0.0% 389 bp 15.8% -4.5% 0.0% 0.0% 194 bp 29.0% -1.7% 24.4% 0.0% 58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
3PNRPentair plcIndustrial Machinery\$8,59710/20/2019.1%203 bp41.8%0.5%38TERTerady ne, Inc.Semiconductor Equipm\$15,09910/20/204.2%4MSMorgan StanleyInvestment Banking & I\$81,62910/15/2018.2%41.2%1.7%39KOCoca-Cola CompanySoft Drinks\$217,69310/20/204.2%5WHRWhirlpool CorporationHousehold Appliances\$12,07310/21/2016.3%468 bp84.9%-2.1%40CDNSCadence Design Systems, Inc.Application Software\$30,49310/19/203.9%6APHAmphenol Corporation Class AElectronic Components\$35,36110/21/2014.9%2.6%41AALAmerican Airlines Group, Inc.Airlines\$6,68810/22/203.9%	169 bp 5.4% 3.1% -108 bp 19.4% 0.0% 389 bp 15.8% -4.5% 0.0% 0.0% 194 bp 29.0% -1.7% 24.4% 0.0% 58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
4MSMorgan StanleyInvestment Banking & I\$81,62910/15/2018.2%41.2%1.7%39KOCoca-Cola CompanySoft Drinks\$217,69310/22/204.2%5WHRWhirlpool CorporationHousehold Appliances\$12,07310/21/2016.3%468 bp84.9%-2.1%40CDNSCadence Design Systems, Inc.Application Software\$30,49310/19/203.9%6APHAmphenol Corporation Class AElectronic Components\$35,36110/21/2014.9%2.6%41AALAmerican AirlinesS6,68810/22/203.9%	-108 bp 19.4% 0.0% 389 bp 15.8% 4.5% 0.0% 194 bp 29.0% -1.7% 24.4% 0.0% 58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
5 WHR Whirlpool Corporation Household Appliances \$12,073 10/21/20 16.3% 468 bp 84.9% -2.1% 40 CDNS Cadence Design Systems, Inc. Application Software \$30,493 10/19/20 3.9% 6 APH Amphenol Corporation Class A Electronic Components \$35,361 10/21/20 14.9% 2.6% 41 AAL American Airlines \$6,688 10/22/20 3.9%	389 bp 15.8% -4.5% 0.0% 0.0% 194 bp 29.0% -1.7% 24.4% 0.0% 58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
6 APH Amphenol Corporation Class A Electronic Components \$35,361 10/21/20 14.9% 2.6% 41 AAL American Airlines Group, Inc. Airlines \$6,688 10/22/20 3.9%	0.0% 194 bp 29.0% -1.7% 24.4% 0.0% 58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
	194 bp 29.0% -1.7% 24.4% 0.0% 58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
7 SNA Shan on Incomprised Industrial Machinery \$9,229, 10/22/20, 14,8% -224 hp 51,6% 0.0% 42 AVY Avent Dennison Comprision Dense Deckaring \$11,757, 10/21/20, 3,3%	24.4% 0.0% 58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
	58 bp 17.5% 0.0% -9 bp 4.7% 0.0%
8 POOL Pool Corporation Distributors \$14,037 10/22/20 14.1% -150 bp 25.6% 0.0% 43 HBAN Huntington Bancshares Incorporater Regional Banks \$10,560 10/22/20 2.8%	-9 bp 4.7% 0.0%
9 TMO Thermo Fisher Scientific Inc. Life Sciences Tools & § \$190,670 10/21/20 12.6% 688 bp 33.8% 2.3% 44 DGX Quest Diagnostics Incorporated Health Care Services \$16,968 10/22/20 2.7%	· · · · ·
10 TXN Texas Instruments Incorporated Semiconductors \$136,013 10/20/20 11.7% 263 bp 14.8% -2.0% 45 NOC Northrop Grumman Corporation Aerospace & Defense \$50,513 10/22/20 2.5%	- 4.9% 6.5%
11 ISRG Intuitive Surgical, Inc. Health Care Equipment \$86,161 10/15/20 11.0% 741 bp 35.9% -0.2% 46 TRV Travelers Companies, Inc. Property & Casualty In \$31,952 10/20/20 2.4%	
12 FCX Freeport-McMoRan, Inc. Copper \$26,648 10/22/20 10.5% 0.0% 47 FITB Fifth Third Bancorp Regional Banks \$17,069 10/22/20 2.3%	52.6% 0.0%
13 ALLE Allegion PLC Building Products \$9,405 10/22/20 10.1% -104 bp 42.6% 0.0% 48 KMB Kimberly-Clark Corporation Household Products \$47,095 10/22/20 2.3%	-63 bp -1.0% 0.0%
14 COF Capital One Financial Corporation Consumer Finance \$35,047 10/22/20 9.7% 218.8% 0.0% 49 LRCX Lam Research Corporation Semiconductor Equipm \$51,943 10/21/20 2.2%	154 bp 9.1% -2.9%
15 TSCO Tractor Supply Company Specialty Stores \$15,925 10/22/20 9.5% 95 bp 22.7% 0.0% 50 PM Philip Morris International Inc. Tobacco \$116,579 10/20/20 1.8%	162 bp 6.0% 1.8%
16 NUE Nucor Corporation Steel \$15,065 10/22/20 9.5% 1 bp 36.1% 0.0% 51 NTRS Northerm Trust Corporation Asset Management & (\$17,848 10/21/20 1.8%	-2.9% -0.5%
17 SIVB SVB Financial Group Regional Banks \$14,755 10/22/20 9.4% 26.3% 0.0% 52 CMA Comerica Incorporated Regional Banks \$6,273 10/20/20 1.7%	92.4% 4.1%
18 WST West Pharmaceutical Services, Inc Health Care Supplies \$20,632 10/22/20 9.3% -193 bp 15.3% 0.0% 53 T AT&T Inc. Integrated Telecommuni \$201,495 10/22/20 1.6%	-15 bp -1.0% 0.0%
19 PHM PulteGroup, Inc. Homebuilding \$11,435 10/22/20 7.9% -16 bp 36.7% 0.0% 54 XLNX Xlinx, Inc. Semiconductors \$27,617 10/21/20 1.4%	140 bp 9.4% 1.0%
20 RF Regions Financial Corporation Regional Banks \$13,250 10/20/20 7.8% 59.7% 6.3% 55 DFS Discover Financial Services Consumer Finance \$20,273 10/21/20 1.4%	110.1% 8.7%
21 JBHT J.B. Hunt Transport Services, Inc. Trucking \$13,449 10/16/20 7.5% -101 bp 20.9% 0.4% 56 RHI Robert Half International Inc. Human Resource & Er \$6,456 10/22/20 1.3%	-9 bp 15.2% 0.0%
22 DHR Danaher Corporation Health Care Equipment \$165,988 10/22/20 7.1% -130 bp 26.9% 0.0% 57 IQV IQVIA Holdings Inc Life Sciences Tools & \$\$32,474 10/20/20 1.2%	25 bp 7.0% -2.7%
23 DOV Dover Corporation Industrial Machinery \$16,606 10/20/20 7.1% 142 bp 21.8% 0.6% 58 GL Globe Life Inc. Life & Health Insurance \$9,211 10/21/20 1.1%	0.6% 2.3%
24 EFX Equifax Inc. Research & Consulting \$18,935 10/21/20 6.8% -212 bp 17.8% 4.5% 59 GWW W.W. Grainger, Inc. Trading Companies & [\$19,394 10/22/20 1.1%	98 bp 9.2% 0.0%
25 PG Procter & Gamble Company Household Products \$350,741 10/20/20 5.8% 276 bp 15.7% -1.0% 60 WBA Walgreens Boots Alliance Inc Drug Retail \$32,481 10/15/20 1.0%	7 bp 5.9% 0.5%
26 PLD Prologis, Inc. Industrial REITs \$75,945 10/20/20 5.7% 2.1% -1.0% 61 NFLX Netflix, Inc. Movies & Entertainmer \$213,994 10/20/20 1.0%	57 bp -17.7% -8.0%
27 EW Edwards Lifesciences Corporation Health Care Equipment \$49,354 10/21/20 5.7% 226 bp 15.1% -5.6% 62 CMG Chipotle Mexican Grill, Inc. Restaurants \$36,366 10/21/20 0.9%	98 bp 12.5% -5.4%
28 DOW Dow, Inc. Commodity Chemicals \$36,182 10/22/20 5.5% 42 bp 140.5% 0.0% 63 FTI TechnipFMC Plc Oil & Gas Equipment & \$3,083 10/21/20 0.8%	27 bp -20.9% -5.4%
29 VFC V.F. Corporation Apparel Accessories & \$28,818 10/16/20 5.5% 294 bp 45.7% -1.6% 64 UNP Union Pacific Corporation Railroads \$127,038 10/22/20 0.7%	33 bp 1.5% 0.0%
30 PPG PPG Industries, Inc. Specialty Chemicals \$31,580 10/19/20 5.5% 309 bp 37.2% -1.2% 65 STT State Street Corporation Asset Management & (\$23,116 10/16/20 0.7%	3.3% -0.6%
31 BKR Baker Hughes Company Class A Oil & Gas Equipment 8 \$9,490 10/21/20 5.4% 186 bp 12.1% 2.5% 66 CTXS Citrix Systems, Inc. Application Software \$15,645 10/22/20 0.7%	114 bp 5.5% 0.0%
32 PCAR PACCAR Inc Construction Machinery \$31,752 10/20/20 5.3% 111 bp 20.8% 1.2% 67 KEY KeyCorp Regional Banks \$12,766 10/21/20 0.7%	33.9% 4.8%
33 IPG Interpublic Group of Companies, In: Advertising \$7,467 10/21/20 5.1% 337 bp 67.0% 1.9% 68 VRSN VeriSign, Inc. Internet Services & Infr \$23,874 10/22/20 0.5%	-35 bp -3.3% 0.0%
34 CFG Citizens Financial Group, Inc. Regional Banks \$12,318 10/16/20 4.6% 3.0% 9.3% 69 BK Bank of New York Mellon Corpora Asset Management & (\$33,283 10/16/20 0.5%	4.3% -0.3%
35 NDAQ Nasdaq, Inc. Financial Exchanges & \$21,368 10/21/20 4.5% 6.4% -2.2% 70 CSX CSX Corporation Railroads \$62,528 10/21/20 0.2%	220 bp 6.3% 3.3%

Source: FSInsight, 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.



Surprise magnitude (1)

Sorted

by

#5a: <u>SALES MISSES</u> over the last week

Figure: Companies missing top-line estimates

		based on magnitude	• •			Surp	orise magni	tude ⁽¹⁾						Surpr	ise magnit	ude ⁽¹⁾	
			Sub-industry group	Mkt cap	Report		EBIT		Relative perf		Sub-industry group	Mkt cap	Report		EBIT		Relative perf
Tic	ker SEDOL	Company name	name	(\$M)	date	Sales	margin	EPS	since report	Ticker Company name	name	(\$M)	date	Sales	margin	EPS	since report
1 LV3	B02T2J7	Las Vegas Sands Corp.	Casinos & Gaming	\$38,045	10/21/20	-34.4%	-5581 bp	-19.5%	7.9%								
2 NE	E 2328915	NextEra Energy, Inc.	Electric Utilities	\$148,006	10/21/20	-12.3%	-565 bp	3.0%	1.0%								
3 AE	P 2026242	American Electric Power Compan	y Electric Utilities	\$45,745	10/22/20	-6.9%	178 bp	0.6%	0.0%								
4 ALI	2012605	Alaska Air Group, Inc.	Airlines	\$5,019	10/22/20	-6.6%	-937 bp	-5.4%	0.0%								
5 SL(G 2096847	SL Green Realty Corp.	Office REITs	\$3,422	10/21/20	-6.0%		12.8%	0.9%								
6 SY	F BP96PS6	Synchrony Financial	Consumer Finance	\$16,323	10/20/20	-5.6%		25.2%	1.0%								
7 HA	L 2405302	Halliburton Company	Oil & Gas Equipment &	\$ \$11,455	10/19/20	-3.8%	110 bp	35.0%	6.4%								
8 N.V	R 2637785	NVR, Inc.	Homebuilding	\$15,309	10/20/20	-2.9%	84 bp	9.5%	-6.3%								
9 SLI	3 2779201	Schlumberger NV	Oil & Gas Equipment &	\$\$21,298	10/16/20	-2.6%	125 bp	29.8%	3.1%								
10 SC	HW 2779397	Charles Schwab Corporation	Investment Banking &	\$72,139	10/15/20	-1.9%		-3.9%	3.7%								
11 ST.	B58JVZ5	Seagate Technology PLC	Technology Hardware	\$13,286	10/22/20	-1.5%	29 bp	6.1%	0.0%								
12 CC	I BTGQCX1	Crown Castle International Corp	Specialized REITs	\$68,325	10/21/20	-1.4%		0.4%	-5.1%								
13 KM	I B3NQ4P8	Kinder Morgan Inc Class P	Oil & Gas Storage & T	\$29,335	10/21/20	-1.3%	-73 bp	1.2%	2.9%								
14 PB	CT B1W41J2	People's United Financial, Inc.	Regional Banks	\$4,813	10/22/20	-1.2%		18.1%	0.0%								
15 ZIC	N 2989828	Zions Bancorporation, N.A.	Regional Banks	\$5,288	10/19/20	-0.9%		21.5%	5.9%								
16 VL	2041364	Valero Energy Corporation	Oil & Gas Refining & N	\$16,832	10/22/20	-0.8%	-299 bp	-66.2%	0.0%								
17 LU'	/ 2831543	Southwest Airlines Co.	Airlines	\$24,733	10/22/20	-0.6%	-61 bp	15.7%	0.0%								
18 VZ	2090571	Verizon Communications Inc.	Integrated Telecommun	i \$237,234	10/21/20	-0.5%	-21 bp	2.8%	0.5%								
19 MT	B 2340168	M&T Bank Corporation	Regional Banks	\$13,430	10/22/20	-0.3%		10.4%	0.0%								
20 WF	B 2093644	W. R. Berkley Corporation	Property & Casualty Ir	\$11,750	10/20/20	-0.2%		-15.9%	4.1%								
21 KS	J 2607647	Kansas City Southern	Railroads	\$17,064	10/16/20	-0.1%	151 bp	12.7%	2.7%								
22 BII		Biogen Inc.	Biotechnology	. ,	10/21/20	-0.1%	406 bp	7.8%	-1.3%								
23 TD'	2503477	Teledy ne Technologies Incorporate	c Aerospace & Defense	\$12,417	10/21/20	-0.0%	111 bp	5.8%	2.0%								

Source: FSInsight, 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: <u>EPS BEATS</u> over the last week

Sorted

Figure: Companies beating bottom-line estimates Sorted based on magnitude of EPS beat

Surprise magnitude (1) Surprise magnitude (1) Mkt cap EBIT Relative perf EBIT Relative perf Sub-industry Report Sub-industry Mkt cap Report Ticker Company name group name (\$M) date Sales margin EPS since report Ticker Company name group name (\$M) date Sales margin EPS since report 41.6% ALGN Align Technology, Inc. Health Care Supplies \$35,708 10/21/20 1793 bp 317.9% 34.4% 36 GPC Genuine Parts Company Distributors \$13,962 10/22/20 0.1% 18 bp 18.5% 0.0% 37 2 Capital One Financial Corporation Consumer Finance \$35.047 10/22/20 218.8% PBCT People's United Financial. Inc. 18.1% 0.0% COF 9.7% 0.0% Regional Banks \$4.813 10/22/20 -1.2% 3 DOW Dow. Inc. Commodity Chemicals \$36,182 10/22/20 5.5% 42 bp 140.5% 0.0% 38 EFX Equifax Inc. Research & Consulting \$18,935 10/21/20 6.8% -212 bp 17.8% -4.5% 10/21/20 1.4% 39 4 DFS Discover Financial Services Consumer Finance \$20,273 110.1% 8.7% DGX Quest Diagnostics Incorporated Health Care Services \$16,968 10/22/20 2.7% 58 bp 17.5% 0.0% 422 bp FCX Freeport-McMoRan. Inc. Copper \$26.648 10/22/20 10.5% 101.5% 0.0% 40 CDNS Cadence Design Systems, Inc. Application Software \$30.493 10/19/20 3.9% 389 bp 15.8% -4.5% 6 CMA Comerica Incorporated Regional Banks \$6,273 10/20/20 1.7% 92.4% 4.1% 41 PG Procter & Gamble Company Household Products \$350.741 10/20/20 5.8% 276 bp 15.7% -1.0% 10/21/20 WHR Whirlpool Corporation Household Appliances \$12,073 16.3% 468 bp 84.9% -2.1% 42 TUV Southwest Airlines Co. Airlines \$24,733 10/22/20 -0.6% -61 bp 15.7% 0.0% 10/21/20 5.1% 67.0% 43 \$20.632 9.3% IPG Interpublic Group of Companies. n: Advertisina \$7.467 337 bp 1.9% WST West Pharmaceutical Services. Inc Health Care Supplies 10/22/20 -193 bp 15.3% 0.0% 9 RF Regions Financial Corporation Regional Banks \$13,250 10/20/20 7.8% 59.7% 6.3% 44 RH Robert Half International Inc. Human Resource & Er \$6.456 10/22/20 1.3% -9 bp 15.2% 0.0% 10 Fifth Third Bancorp Regional Banks \$17,069 10/22/20 2.3% 52.6% 0.0% 45 EW Edwards Lifesciences Corporation Health Care Equipment \$49,354 10/21/20 5.7% 226 bp 15.1% -5.6% FITE -224 bp 46 TXN 11.7% 11 SNA Snap-on Incorporated Industrial Machinerv \$9.229 10/22/20 14.8% 51.6% 0.0% Texas Instruments Incorporated Semiconductors \$136.013 10/20/20 263 bp 14.8% -2.0% 12 V.F. Corporation Apparel Accessories & Lux ury \$28,818 10/16/20 5.5% 294 bp 45.7% -1.6% 47 SLG SL Green Realty Corp. Office REITs \$3,422 10/21/20 -6.0% 12.8% 0.9% VFC \$17,064 13 \$9.405 10/22/20 42.6% 0.0% 48 Railroads 10/16/20 -0.1% 151 bp 12.7% 2.7% **ALLE** Allegion PLC Building Products 10.1% -104 bp KSU Kansas City Southern 14 Pentair plc \$8.597 49 Chipotle Mexican Grill, Inc. \$36.366 0.9% 12.5% PNR Industrial Machinerv 10/20/20 19.1% 203 bp 41.8% 0.5% CMG Restaurants 10/21/20 98 bp -5.4% 15 Morgan Stanley Investment Banking & Brokerag \$81,629 41.2% 50 Baker Hughes Company Class A Oil & Gas Equipment 8 12.1% 10/15/20 18.2% 1.7% BKR \$9,490 10/21/20 5.4% 186 bp 2.5% Specialty Chemicals 16 PPG PPG Industries, Inc. \$31.580 10/19/20 5.5% 309 bp 37.2% -1.2% 51 MTB M&T Bank Corporation Regional Banks \$13.430 10/22/20 -0.3% 10.4% 0.0% 52 17 Homebuilding 36.7% Abbott Laboratories Health Care Equipment \$193,838 10.0% PHM PulteGroup, Inc \$11.435 10/22/20 7.9% -16 bp 0.0% ABT 10/21/20 4.4% 106 bp 2.8% Steel 53 NVR. Inc. \$15,309 18 Nucor Corporation \$15.065 10/22/20 9.5% 1 bp 36.1% 0.0% NVR Homebuilding 10/20/20 -2.9% 84 bp 9.5% -6.3% NUF 19 ISRG Intuitive Surgical, Inc. Health Care Equipment \$86,161 10/15/20 11.0% 741 bp 35.9% -0.2% 54 XLN X Xilinx . Inc. Semiconductors \$27,617 10/21/20 1.4% 140 bp 9.4% 1.0% 55 20 HAI Halliburton Company Oil & Gas Equipment & Service \$11.455 10/19/20 -3.8% 110 bp 35.0% 6.4% GWW W.W. Grainger, Inc. Trading Companies & [\$19.394 10/22/20 1.1% 98 bp 9.2% 0.0% 56 21 Key Corp Regional Banks \$12,766 10/21/20 0.7% 33.9% 4.8% LRCX Lam Research Corporation Semiconductor Equipm \$51,943 10/21/20 2.2% 154 bp 9.1% -2.9% KEY 688 bp 22 TMO Thermo Fisher Scientific Inc. Life Sciences Tools & Services \$190.670 10/21/20 12.6% 33.8% 2.3% 57 BIIB Biogen Inc. \$41.056 10/21/20 -0.1% 406 bp 7.8% -1.3% Biotechnology 23 Oil & Gas Equipment & Service 58 \$58.576 SLB Schlumberger NV \$21.298 10/16/20 -2.6% 125 bp 29.8% 3.1% TFC Truist Financial Corporation Regional Banks 10/15/20 4.3% 7.0% 4.0% 24 59 IQVIA Holdings Inc AV/Y Avery Dennison Corporation Paper Packaging \$11,757 10/21/20 3.3% 194 bp 29.0% -1.7% IQV Life Sciences Tools & § \$32,474 10/20/20 1.2% 25 bp 7.0% -2.7% 25 Danaher Corporation Health Care Equipment \$165,988 10/22/20 7.1% -130 bp 26.9% 0.0% 60 NDAQ Nasdaq, Inc. Financial Exchanges & \$21,368 10/21/20 4.5% 6.4% -2.2% DHR 26 61 SIVB SVB Financial Group Regional Banks \$14,755 10/22/20 9.4% 26.3% 0.0% CSX CSX Corporation Railroads \$62,528 10/21/20 0.2% 220 bp 6.3% 3.3% 27 POOL Pool Corporation Distributors \$14,037 10/22/20 14.1% -150 bp 25.6% 0.0% 62 Seagate Technology PLC Technology Hardware \$13,286 10/22/20 -1.5% 29 bp 6.1% 0.0% STX -5.6% 28 Synchrony Financial Consumer Finance \$16.323 10/20/20 25.2% 1.0% 63 РM Philip Morris International Inc. \$116,579 10/20/20 1.8% 162 bp 6.0% 1.8% SYF Tobacco 29 64 HBAN Huntington Bancshares Incorporate Regional Banks \$10,560 10/22/20 2.8% 24.4% 0.0% WBA Walgreens Boots Alliance Inc Drug Retail \$32,481 10/15/20 1.0% 7 bp 5.9% 0.5% 30 65 TSCO Tractor Supply Company Specialty Stores \$15,925 10/22/20 9.5% 95 bp 22.7% 0.0% TDY Teledy ne Technologies Incorporatec Aerospace & Defense \$12,417 10/21/20 -0.0% 111 bp 5.8% 2.0% 142 bp 31 DOV Dover Corporation Industrial Machinery \$16,606 10/20/20 7.1% 21.8% 0.6% 66 CTXS Citrix Systems, Inc. Application Software \$15.645 10/22/20 0.7% 114 bp 5.5% 0.0% 32 ZION Zions Bancorporation, N.A. Regional Banks \$5,288 10/19/20 -0.9% 21.5% 5.9% 67 TER Terady ne, Inc. Semiconductor Equipm \$15.099 10/20/20 4.2% 169 bp 5.4% 3.1% 33 68 JBHT J.B. Hunt Transport Services, Inc. Trucking \$13,449 10/16/20 7.5% -101 bp 20.9% 0.4% NOC Northrop Grumman Corporation Aerospace & Defense \$50,513 10/22/20 2.5% -9 bp 4.7% 0.0% 34 PCAR PACCAR Inc Construction Machinery & Heav \$31,752 10/20/20 5.3% 20.8% 1.2% 69 Bank of New York Mellon Corpora Asset Management & (\$33,283 10/16/20 0.5% 4.3% -0.3% 111 bp RK 35 KC Coca-Cola Company Soft Drinks \$217,693 10/22/20 4.2% 108 bp 19.4% 0.0% 70 ST State Street Corporation Asset Management & (\$23,116 10/16/20 0.7% 3.3% -0.6%

Source: FSInsight, 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



5

7

8

Sorted #6a: <u>EPS MISSES</u> over the last week

Figure: Companies missing bottom-line estimates

Sorted based on magnitude of EPS beat

			0						Surprise magnitude (1)								
				Mkt cap	Report		EBIT		Relative perf			Mkt cap	Report		EBIT		Relative perf
	Ticker	Company name	Sub-industry group name	(\$M)	date	Sales	margin	EPS	since report	Ticker Company name	Sub-industry group name	(\$M)	date	Sales	margin	EPS	since report
1	VLO	Valero Energy Corporation	Oil & Gas Refining & Marketi	\$16,832	10/22/20	-0.8%	-299 bp	-66.2%	0.0%								
2	FTI	TechnipFMC Plc	Oil & Gas Equipment & Serv	\$3,083	10/21/20	0.8%	27 bp	-20.9%	-5.4%								
3	LVS	Las Vegas Sands Corp.	Casinos & Gaming	\$38,045	10/21/20	-34.4%	-5581 bp	-19.5%	7.9%								
4	NFLX	Netflix, Inc.	Movies & Entertainment	\$213,994	10/20/20	1.0%	57 bp	-17.7%	-8.0%								
5	WRB	W. R. Berkley Corporation	Property & Casualty Insurance	\$11,750	10/20/20	-0.2%		-15.9%	4.1%								
6	ALK	Alaska Air Group, Inc.	Airlines	\$5,019	10/22/20	-6.6%	-937 bp	-5.4%	0.0%								
7	TRV	Travelers Companies, Inc.	Property & Casualty Insurance	\$31,952	10/20/20	2.4%		-4.9%	6.5%								
8	SCHW	Charles Schwab Corporation	Investment Banking & Broker	\$72,139	10/15/20	-1.9%		-3.9%	3.7%								
9	VRSN	VeriSign, Inc.	Internet Services & Infrastruct	\$23,874	10/22/20	0.5%	-35 bp	-3.3%	0.0%								
10	NTRS	Northern Trust Corporation	Asset Management & Custod	\$17,848	10/21/20	1.8%		-2.9%	-0.5%								
11	KMB	Kimberly-Clark Corporation	Household Products	\$47,095	10/22/20	2.3%	-63 bp	-1.0%	0.0%								
12	Т	AT&T Inc.	Integrated Telecommunication	\$201,495	10/22/20	1.6%	-15 bp	-1.0%	0.0%								
13	IBM	International Business Machines Corpo	ra IT Consulting & Other Service	\$103,093	10/19/20	0.2%	1 bp	-0.0%	-8.6%								

Source: FSInsight, 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 Surprise magnitude (1)

			Sub-industry	Mkt cap	Report		EBIT		Relative perf
	Ticker	Company name	group name	(\$M)	date	Sales	margin	EPS	since report
1	ALGN	Align Technology, Inc.	Health Care Supplies	\$35,708	10/21/20	41.6%	1793 bp	317.9%	34.4%
2	ISRG	Intuitive Surgical, Inc.	Health Care Equipment	\$86,161	10/15/20	11.0%	741 bp	35.9%	-0.2%
3	TMO	Thermo Fisher Scientific Inc.	Life Sciences Tools & §	\$190,670	10/21/20	12.6%	688 bp	33.8%	2.3%
4	WHR	Whirlpool Corporation	Household Appliances	\$12,073	10/21/20	16.3%	468 bp	84.9%	-2.1%
5	FCX	Freeport-McMoRan, Inc.	Copper	\$26,648	10/22/20	10.5%	422 bp	101.5%	0.0%
6	BIIB	Biogen Inc.	Biotechnology	\$41,056	10/21/20	-0.1%	406 bp	7.8%	-1.3%
7	CDNS	Cadence Design Systems, Inc.	Application Software	\$30,493	10/19/20	3.9%	389 bp	15.8%	-4.5%
8	IPG	Interpublic Group of Companies, In	Advertising	\$7,467	10/21/20	5.1%	337 bp	67.0%	1.9%
9	PPG	PPG Industries, Inc.	Specialty Chemicals	\$31,580	10/19/20	5.5%	309 bp	37.2%	-1.2%
10	VFC	V.F. Corporation	Apparel Accessories &	\$28,818	10/16/20	5.5%	294 bp	45.7%	-1.6%
11	PG	Procter & Gamble Company	Household Products	\$350,741	10/20/20	5.8%	276 bp	15.7%	-1.0%
12	TXN	Tex as Instruments Incorporated	Semiconductors	\$136,013	10/20/20	11.7%	263 bp	14.8%	-2.0%
13	EW	Edwards Lifesciences Corporation	Health Care Equipment	\$49,354	10/21/20	5.7%	226 bp	15.1%	-5.6%
14	CSX	CSX Corporation	Railroads	\$62,528	10/21/20	0.2%	220 bp	6.3%	3.3%
15	PNR	Pentair plc	Industrial Machinery	\$8,597	10/20/20	19.1%	203 bp	41.8%	0.5%
16	AVY	Avery Dennison Corporation	Paper Packaging	\$11,757	10/21/20	3.3%	194 bp	29.0%	-1.7%
17	BKR	Baker Hughes Company Class A	Oil & Gas Equipment 8	\$9,490	10/21/20	5.4%	186 bp	12.1%	2.5%
18	AEP	American Electric Power Company	Electric Utilities	\$45,745	10/22/20	-6.9%	178 bp	0.6%	0.0%
19	TER	Teradyne, Inc.	Semiconductor Equipm	\$15,099	10/20/20	4.2%	169 bp	5.4%	3.1%
20	PM	Philip Morris International Inc.	Tobacco	\$116,579	10/20/20	1.8%	162 bp	6.0%	1.8%
21	LRCX	Lam Research Corporation	Semiconductor Equipm	\$51,943	10/21/20	2.2%	154 bp	9.1%	-2.9%
22	KSU	Kansas City Southern	Railroads	\$17,064	10/16/20	-0.1%	151 bp	12.7%	2.7%
23	DOV	Dover Corporation	Industrial Machinery	\$16,606	10/20/20	7.1%	142 bp	21.8%	0.6%
24	XLNX	Xilinx, Inc.	Semiconductors	\$27,617	10/21/20	1.4%	140 bp	9.4%	1.0%
25	SLB	Schlumberger NV	Oil & Gas Equipment 8	\$21,298	10/16/20	-2.6%	125 bp	29.8%	3.1%
26	CTXS	Citrix Systems, Inc.	Application Software	\$15,645	10/22/20	0.7%	114 bp	5.5%	0.0%
27	TDY	Teledy ne Technologies Incorporated	Aerospace & Defense	\$12,417	10/21/20	-0.0%	111 bp	5.8%	2.0%
28	PCAR	PACCAR Inc	Construction Machinery	\$31,752	10/20/20	5.3%	111 bp	20.8%	1.2%
29	HAL	Halliburton Company	Oil & Gas Equipment 8	\$11,455	10/19/20	-3.8%	110 bp	35.0%	6.4%
30	ABT	Abbott Laboratories	Health Care Equipment	\$193,838	10/21/20	4.4%	106 bp	10.0%	2.8%
31	CMG	Chipotle Mexican Grill, Inc.	Restaurants	\$36,366	10/21/20	0.9%	98 bp	12.5%	-5.4%
32	GWW	W.W. Grainger, Inc.	Trading Companies & [\$19,394	10/22/20	1.1%	98 bp	9.2%	0.0%
33	TSCO	Tractor Supply Company	Specialty Stores	\$15,925	10/22/20	9.5%	95 bp	22.7%	0.0%
34	NVR	NVR, Inc.	Homebuilding	\$15,309	10/20/20	-2.9%	84 bp	9.5%	-6.3%
35	DGX	Quest Diagnostics Incorporated	Health Care Services	\$16,968	10/22/20	2.7%	58 bp	17.5%	0.0%

			Sub-industry	Mkt cap	Report		EBIT		Relative perf
	Ticker	Company name	group name	(\$M)	date	Sales	margin	EPS	since report
36	NFLX	Netflix, Inc.	Movies & Entertainmer	\$213,994	10/20/20	1.0%	57 bp	-17.7%	-8.0%
37	DOW	Dow, Inc.	Commodity Chemicals	\$36,182	10/22/20	5.5%	42 bp	140.5%	0.0%
38	UNP	Union Pacific Corporation	Railroads	\$127,038	10/22/20	0.7%	33 bp	1.5%	0.0%
39	STX	Seagate Technology PLC	Technology Hardware	\$13,286	10/22/20	-1.5%	29 bp	6.1%	0.0%
40	FTI	TechnipFMC Plc	Oil & Gas Equipment 8	\$3,083	10/21/20	0.8%	27 bp	-20.9%	-5.4%
41	IQV	IQVIA Holdings Inc	Life Sciences Tools & S	\$32,474	10/20/20	1.2%	25 bp	7.0%	-2.7%
42	GPC	Genuine Parts Company	Distributors	\$13,962	10/22/20	0.1%	18 bp	18.5%	0.0%
43	WBA	Walgreens Boots Alliance Inc	Drug Retail	\$32,481	10/15/20	1.0%	7 bp	5.9%	0.5%
44	INTC	Intel Corporation	Semiconductors	\$229,237	10/22/20	0.1%	4 bp	0.4%	0.0%
45	IBM	International Business Machines C	IT Consulting & Other S	\$103,093	10/19/20	0.2%	1 bp	-0.0%	-8.6%
46	NUE	Nucor Corporation	Steel	\$15,065	10/22/20	9.5%	1 bp	36.1%	0.0%

Source: FSInsight, 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.



Surprise magnitude (1)

Disclosures

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