

## \#1: S\&P 500 Earnings Analysis

| 3Q20 Street Consensus 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

| Sector name | \# cos <br> reported | \% cos <br> reported | 3Q20 Earnings results relative to consensus (bottom up) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \% cos beating | $\begin{gathered} \% \cos \\ \text { missing } \end{gathered}$ | Surprise <br> (\%) | Relative return 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\% |
| Ufilites | 2/26 | 8\% | 100\% | 0\% | 3.5\% | 6.1\% |

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

| Sector name | Actual (cos <br> that reported) | Estimates (cos <br> yet to report) | Blend of actuals <br> \& 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 | $2.6 \%$ | $-5.1 \%$ | $-0.8 \%$ |
| Uilities | $8.2 \%$ | $-3.0 \%$ | $-1.5 \%$ |

Source: FSInsight, FactSet, Bloomberg.
Note: to adjust for fiscal quarter-end differences, the $\mathrm{Y} / \mathrm{Y}$ growth calculation is based on calendarized Net Income. YY 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

| Sector name | \# cos reported | \% cos reported | 3Q20 Sales results relative to consensus (bottom up) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\% \cos$ beating | \% cos missing | Surprise <br> (\%) | Relative return 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\% |
| Utilijes | 2/26 | 8\% | 0\% | 100\% | -9.9\% | 6.1\% |

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 $\mathrm{Y} / \mathrm{Y}$ 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

| Sector name | Actual (cos <br> that reported) | Estimates (cos <br> yet to report) | Blend of actuals <br> \& 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 | $5.8 \%$ | $1.1 \%$ | $3.3 \%$ |
| Uililies | $-10.0 \%$ | $0.5 \%$ | $-0.7 \%$ |

Source: FSInsight, FactSet, Bloomberg.
Note: to adjust for fiscal quarter-end differences, the $Y / Y$ growth calculation is based on calendarized Sales. YYY growth is weighted based on Sales.

## \#3: S\&P 500 Earnings Calendar



Daily Schedule

\#4: Today’s earnings
surprise


Source: FSInsight, FactSet, Bloomberg

## \#5: SALES BEATS over the last week

Figure: Companies beating top-line estimates

| S | based on magnitud | de of sales |  |  |  | m | de ${ }^{(1)}$ |  | Surprise magnitude ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ticker | Company name | Sub-industry group name | Mkt cap <br> (\$M) | Report <br> date | Sales | EBIT margin | EPS | Relative perf since report |  | Ticker | Company name | Sub-industry group name | Mkt cap <br> (\$M) | Report <br> date | Sales | $\begin{aligned} & \text { EBIT } \\ & \text { margin } \end{aligned}$ | EPS | Relative perf since report |
| LMT | Lockheed Martin Corporation | Aerospace \& Defense | \$103,140 | 10/20/20 | 348.8\% | -4516 bp | 2.8\% | -1.2\% | 36 | ABT | Abbott Laboratories | Healh Care Equipment | \$193,838 | 10/21/20 | 4.4\% | 106 bp | 10.0\% | 2.8\% |
| ALGN | Align Technology, Inc. | Health Care Supplies | \$35,708 | 10/21/20 | 41.6\% | 1793 bp | 317.9\% | 34.4\% | 37 | TFC | Truist Financial Corporation | Regional Banks | \$58,576 | 10/15/20 | 4.3\% |  | 7.0\% | 4.0\% |
| PNR | Pentair plc | Industrial Machinery | \$8,597 | 10/20/20 | 19.1\% | 203 bp | 41.8\% | 0.5\% | 38 | TER | Terady ne, Inc. | Semiconductor Equipm | \$15,099 | 10/20/20 | 4.2\% | 169 bp | 5.4\% | 3.1\% |
| MS | Morgan Stanley | Investment Banking \& 1 | \$81,629 | 10/15/20 | 18.2\% |  | 41.2\% | 1.7\% | 39 | KO | Coca-Cola Company | Soft Drinks | \$217,693 | 10/22/20 | 4.2\% | -108 bp | 19.4\% | 0.0\% |
| 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 Sofware | \$30,493 | 10/19/20 | 3.9\% | 389 bp | 15.8\% | -4.5\% |
| APH | Amphenol Corporation Class A | Electronic Components | \$35,361 | 10/21/20 | 14.9\% |  |  | 2.6\% | 41 | AAL | American Airlines Group, Inc. | Airines | \$6,688 | 10/22/20 | 3.9\% |  |  | 0.0\% |
| SNA | Snap-on Incorporated | Industrial Machinery | \$9,229 | 10/22/20 | 14.8\% | -224 bp | 51.6\% | 0.0\% | 42 | AVY | Avery Dennison Corporation | Paper Packaging | \$11,757 | 10/21/20 | 3.3\% | 194 bp | 29.0\% | -1.7\% |
| POOL | Pool Corporation | Distributors | \$14,037 | 10/22/20 | 14.1\% | -150 bp | 25.6\% | 0.0\% | 43 | HBAN | Huntington Bancshares Incorporatel | Regional Banks | \$10,560 | 10/22/20 | 2.8\% |  | 24.4\% | 0.0\% |
| 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\% | 58 bp | 17.5\% | 0.0\% |
| 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\% | -9 bp | 4.7\% | 0.0\% |
| 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\% |  | -4.9\% | 6.5\% |
| FCX | Freeport-McMoRan, Inc. | Copper | \$26,648 | 10/22/20 | 10.5\% | 422 bp | 101.5\% | 0.0\% | 47 | FITB | Fith Third Bancorp | Regional Banks | \$17,069 | 10/22/20 | 2.3\% |  | 52.6\% | 0.0\% |
| 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\% |
| 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\% |
| TSCO | Tractor Supply Company | Specially 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\% |
| NUE | Nucor Corporation | Steel | \$15,065 | 10/22/20 | 9.5\% | 1 bp | 36.1\% | 0.0\% | 51 | NTRS | Northern Trust Corporation | Asset Management \& | \$17,848 | 10/21/20 | 1.8\% |  | -2.9\% | -0.5\% |
| 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\% |
| WST | West Pharmaceutical Services, Inc | Health Care Supplies | \$20,632 | 10/22/20 | 9.3\% | -193 bp | 15.3\% | 0.0\% | 53 | T | AT\& I Inc. | Integrated Telecommuni | 201,495 | 10/22/20 | 1.6\% | -15 bp | -1.0\% | 0.0\% |
| PHM | PulteGroup, Inc. | Homebuilding | \$11,435 | 10/22/20 | 7.9\% | -16 bp | 36.7\% | 0.0\% | 54 | XLNX | Xilinx, Inc. | Semiconductors | \$27,617 | 10/21/20 | 1.4\% | 140 bp | 9.4\% | 1.0\% |
| 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\% |
| 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\% |
| 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\% |
| 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\% |
| 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\% |
| 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\% |
| PLD | Prologis, Inc. | Industrial REITs | \$75,945 | 10/20/20 | 5.7\% |  | 2.1\% | -1.0\% | 61 | NFLX | Nettix, Inc. | Movies \& Entertainmer | \$213,994 | 10/20/20 | 1.0\% | 57 bp | -17.7\% | -8.0\% |
| EW | Edwards Lifesciences Corporation | Health Care Equipment | \$49,354 | 10/21/20 | 5.7\% | 226 bp | 15.1\% | -5.6\% | 62 | CMG | Chipote Mexican Grill, Inc. | Restaurants | \$36,366 | 10/21/20 | 0.9\% | 98 bp | 12.5\% | -5.4\% |
| 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 8 | \$3,083 | 10/21/20 | 0.8\% | 27 bp | -20.9\% | -5.4\% |
| 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\% |
| PPG | PPG Industries, Inc. | Specialty Chemicals | \$31,580 | 10/19/20 | 5.5\% | 309 bp | 37.2\% | -1.2\% | 65 | ST | State Street Corporation | Asset Management \& | \$23,116 | 10/16/20 | 0.7\% |  | 3.3\% | -0.6\% |
| 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 | Citix Systems, Inc. | Application Software | \$15,645 | 10/22/20 | 0.7\% | 114 bp | 5.5\% | 0.0\% |
| 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\% |
| 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\% |
| 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\% |
| 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\% |

[^0](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

## \#5a: SALES MISSES over the last week

Figure: Companies missing top-line estimates

|  | Sorted based on magnitude of sales miss |  |  |  |  |  | Surprise magnitude ${ }^{(1)}$ |  |  |  |  |  | Sub-industry group name | Surprise magnitude ${ }^{(1)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Ticker | SEDOL | Company name | Sub-industry group name | Mkt cap <br> (\$M) | Report date | Sales | EBIT margin | EPS | Relative perf since report | Ticker | Company name |  | Mkt cap <br> (\$M) | Report date | Sales | EBIT <br> margin | EPS | Relative perf since report |
| 1 | LVS | B02T2J7 | Las Vegas Sands Corp. | Casinos \& Gaming | \$38,045 | 10/21/20 | -34.4\% | -5581 bp | -19.5\% | 7.9\% |  |  |  |  |  |  |  |  |  |
| 2 | NEE | 2328915 | NextEra Energy, Inc. | Electric Uuilities | \$148,006 | 10/21/20 | -12.3\% | $-565 \mathrm{bp}$ | 3.0\% | 1.0\% |  |  |  |  |  |  |  |  |  |
| 3 | AEP | 2026242 | American Electic Power Company | Electric Uuilities | \$45,745 | 10/22/20 | -6.9\% | 178 bp | 0.6\% | 0.0\% |  |  |  |  |  |  |  |  |  |
| 4 | ALK | 2012605 | Alaska Air Group, Inc. | Airines | \$5,019 | 10/22/20 | -6.6\% | -937 bp | -5.4\% | 0.0\% |  |  |  |  |  |  |  |  |  |
| 5 | SLG | 2096847 | SL Green Realty Corp. | Office REITs | \$3,422 | 10/21/20 | -6.0\% |  | 12.8\% | 0.9\% |  |  |  |  |  |  |  |  |  |
| 6 | SYF | BP96PS6 | Synchrony Financial | Consumer Finance | \$16,323 | 10/20/20 | -5.6\% |  | 25.2\% | 1.0\% |  |  |  |  |  |  |  |  |  |
| 7 | HAL | 2405302 | Halliburton Company | Oil \& Gas Equipment 8 | \$11,455 | 10/19/20 | -3.8\% | 110 bp | 35.0\% | 6.4\% |  |  |  |  |  |  |  |  |  |
| 8 | NVR | 2637785 | NVR, Inc. | Homebuilding | \$15,309 | 10/20/20 | -2.9\% | 84 bp | 9.5\% | -6.3\% |  |  |  |  |  |  |  |  |  |
| 9 | SLB | 2779201 | Schlumberger NV | Oil \& Gas Equipment 8 | \$21,298 | 10/16/20 | -2.6\% | 125 bp | 29.8\% | 3.1\% |  |  |  |  |  |  |  |  |  |
| 10 | SCHW | 2779397 | Charles Schwab Corporation | Investment Banking \& | \$72,139 | 10/15/20 | -1.9\% |  | -3.9\% | 3.7\% |  |  |  |  |  |  |  |  |  |
| 11 | STX | B58JVZ5 | Seagate Technology PLC | Technology Hardware ! | \$13,286 | 10/22/20 | -1.5\% | 29 bp | 6.1\% | 0.0\% |  |  |  |  |  |  |  |  |  |
| 12 | CCI | BTGQCX1 | Crown Castle International Corp | Specialized REITs | \$68,325 | 10/21/20 | -1.4\% |  | 0.4\% | -5.1\% |  |  |  |  |  |  |  |  |  |
| 13 | KMI | B3NQ4P8 | Kinder Morgan Inc Class P | Oil \& Gas Storage \& Ti | \$29,335 | 10/21/20 | -1.3\% | -73 bp | 1.2\% | 2.9\% |  |  |  |  |  |  |  |  |  |
| 14 | PBCT | B1W41J2 | People's United Financial, Inc. | Regional Banks | \$4,813 | 10/22/20 | -1.2\% |  | 18.1\% | 0.0\% |  |  |  |  |  |  |  |  |  |
| 15 | ZON | 2989828 | Zons Bancorporation, N.A. | Regional Banks | \$5,288 | 10/19/20 | -0.9\% |  | 21.5\% | 5.9\% |  |  |  |  |  |  |  |  |  |
| 16 | VLO | 2041364 | Valero Energy Corporation | Oil \& Gas Refining \& $N$ | \$16,832 | 10/22/20 | -0.8\% | -299 bp | -66.2\% | 0.0\% |  |  |  |  |  |  |  |  |  |
| 17 | LUV | 2831543 | Southwest Airlines Co . | Airines | \$24,733 | 10/22/20 | -0.6\% | -61 bp | 15.7\% | 0.0\% |  |  |  |  |  |  |  |  |  |
| 18 | VZ | 2090571 | Verizon Communications Inc. | Integrated Telecommuni | \$237,234 | 10/21/20 | -0.5\% | -21 bp | 2.8\% | 0.5\% |  |  |  |  |  |  |  |  |  |
| 19 | MTB | 2340168 | M\&T Bank Corporation | Regional Banks | \$13,430 | 10/22/20 | -0.3\% |  | 10.4\% | 0.0\% |  |  |  |  |  |  |  |  |  |
| 20 | WRB | 2093644 | W. R. Berkley Corporation | Property \& Casualty In | \$11,750 | 10/20/20 | -0.2\% |  | -15.9\% | 4.1\% |  |  |  |  |  |  |  |  |  |
| 21 | KSU | 2607647 | Kansas City Southern | Railroads | \$17,064 | 10/16/20 | -0.1\% | 151 bp | 12.7\% | 2.7\% |  |  |  |  |  |  |  |  |  |
| 22 | BIIB | 2455965 | Biogen Inc. | Biotechnology | \$41,056 | 10/21/20 | -0.1\% | 406 bp | 7.8\% | -1.3\% |  |  |  |  |  |  |  |  |  |
| 23 | TDY | 2503477 | Teledyne Technologies Incorporatec | Aerospace \& Defense | \$12,417 | 10/21/20 | -0.0\% | 111 bp | 5.8\% | 2.0\% |  |  |  |  |  |  |  |  |  |

[^1]
## \#6: EPS BEATS over the last week

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


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

## \#6a: EPS MISSES over the last week

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

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

[^2]INSIGHT

## \#7: EBIT MARGIN BEATS over the last week



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.

## Disclosures

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## Conflicts of Interest

This research contains the views, opinions and recommendations of FS Insight. At the time of publication of this report, FS Insight does not know of, or have reason to know of any material conflicts of interest.

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[^0]:    Source: FSInsight, FactSet, Bloomberg

[^1]:    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.

[^2]:    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.

