

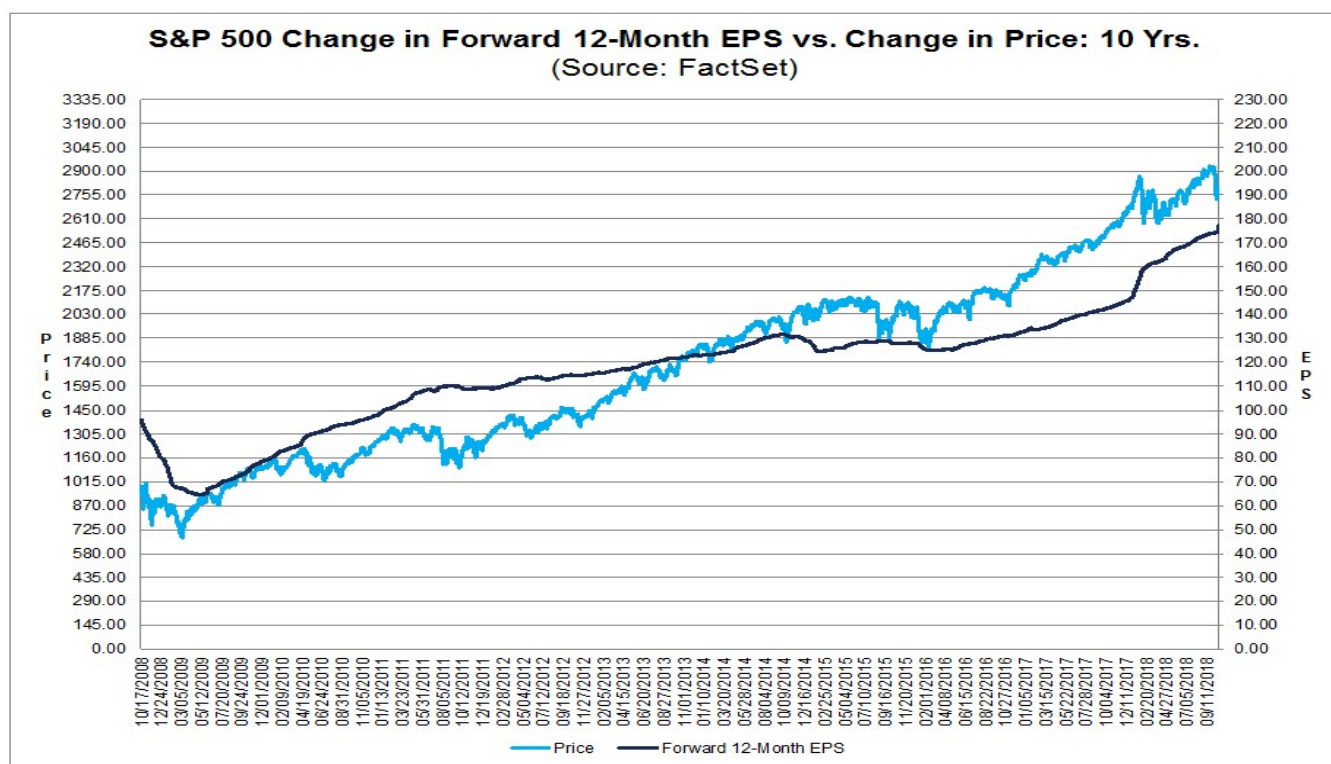
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## Key Metrics

- **Earnings Scorecard:** For Q3 2018 (with 17% of the companies in the S&P 500 reporting actual results for the quarter), 80% of S&P 500 companies have reported a positive EPS surprise and 64% have reported a positive sales surprise.
- **Earnings Growth:** For Q3 2018, the blended earnings growth rate for the S&P 500 is 19.5%. If 19.5% is the actual growth rate for the quarter, it will tie the mark for the third highest earnings growth since Q1 2011 (also 19.5%).
- **Earnings Revisions:** On September 30, the estimated earnings growth rate for Q3 2018 was 19.3%. Five sectors have higher growth rates today (compared to September 30) due to positive EPS surprises and upward revisions to EPS estimates.
- **Earnings Guidance:** For Q4 2018, 9 S&P 500 companies have issued negative EPS guidance and 4 S&P 500 companies have issued positive EPS guidance.
- **Valuation:** The forward 12-month P/E ratio for the S&P 500 is 15.9. This P/E ratio is below the 5-year average (16.3) but above the 10-year average (14.5).



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## Q3 Earnings Season: By The Numbers

### Overview

For Q3 2018 (with 17% of the companies in the S&P 500 reporting actual results to date), more companies are beating estimates than average, but the magnitude of the beats is smaller than average. In terms of earnings, more companies are reporting actual EPS above estimates (80%) compared to the 5-year average. In aggregate, companies are reporting earnings that are 3.9% above the estimates, which is below the 5-year average. In terms of sales, more companies (64%) are reporting actual sales above estimates compared to the 5-year average. In aggregate, companies are reporting sales that are 0.5% above estimates, which is below the 5-year average.

The blended (combines actual results for companies that have reported and estimated results for companies that have yet to report), year-over-year earnings growth rate for the third quarter is 19.5% today, which is above the earnings growth rate of 18.9% last week. Positive earnings surprises reported by companies in the Financials sector were mainly responsible for the increase in the overall earnings growth rate during the week. If 19.5% is the actual growth rate for the quarter, it will tie the mark for the third highest earnings growth since Q1 2011 (also 19.5%). All eleven sectors are reporting (or are predicted to report) year-over-year earnings growth. Seven sectors are reporting double-digit earnings growth, led by the Energy, Financials, and Materials sectors.

The blended, year-over-year sales growth rate for the third quarter is 7.4% today, which is above the sales growth rate of 7.3% last week. Positive revenue surprises reported by companies in multiple sectors were responsible for the slight increase in the overall revenue growth rate during the week. All eleven sectors are reporting (or are projected to report) year-over-year growth in revenues. Three sectors are reporting double-digit growth in revenues: Energy, Communication Services, and Real Estate.

Looking at future quarters, analysts see double-digit earnings growth for the fourth quarter, but also see single-digit earnings growth for the first half of 2019.

The forward 12-month P/E ratio is 15.9, which is below the 5-year average but above the 10-year average.

During the upcoming week, 158 S&P 500 companies (including 10 Dow 30 components) are scheduled to report results for the third quarter.

### Scorecard: More Companies Beating Estimates, But by Lower Margins than Average

#### Percentage of Companies Beating EPS Estimates (80%) is Above 5-Year Average

Overall, 17% of the companies in the S&P 500 have reported earnings to date for the third quarter. Of these companies, 80% have reported actual EPS above the mean EPS estimate, 11% have reported actual EPS equal to the mean EPS estimate, and 10% have reported actual EPS below the mean EPS estimate. The percentage of companies reporting EPS above the mean EPS estimate is above the 1-year (77%) average and above the 5-year (71%) average.

At the sector level, the Communication Services (100%), Information Technology (100%), and Consumer Discretionary (88%) sectors have the highest percentages of companies reporting earnings above estimates, while the Energy (50%) and Materials (50%) sectors have the lowest percentages of companies reporting earnings above estimates.

#### Earnings Surprise Percentage (+3.9%) is Below 5-Year Average

In aggregate, companies are reporting earnings that are 3.9% above expectations. This surprise percentage is below the 1-year (+5.4%) average and below the 5-year (+4.6%) average.

The Communication Services (+17.8%) sector is reporting the largest upside aggregate difference between actual earnings and estimated earnings. Within this sector, Netflix (\$0.89 vs. \$0.68) has reported the largest upside difference between actual EPS and estimated EPS.

#### Market Punishing Earnings Beats and Earnings Misses

To date, the market is punishing positive earnings surprises and negative earnings surprises more than average.

Companies that have reported positive earnings surprises for Q3 2018 have seen an average price decrease of -0.5% two days before the earnings release through two days after the earnings. This percentage decrease is well below the 5-year average price increase of +1.0% during this same window for companies reporting upside earnings surprises.

Companies that have reported negative earnings surprises for Q3 2018 have seen an average price decrease of -3.5% two days before the earnings release through two days after the earnings. This percentage decrease is larger than the 5-year average price decrease of -2.5% during this same window for companies reporting downside earnings surprises.

### Percentage of Companies Beating Revenue Estimates (64%) is Above 5-Year Average

In terms of revenues, 64% of companies have reported actual sales above estimated sales and 36% have reported actual sales below estimated sales. The percentage of companies reporting sales above estimates is below the 1-year average (73%) but above the 5-year average (59%).

At the sector level, the Communication Services (100%), Health Care (100%), and Real Estate (100%) sectors have the highest percentages of companies reporting revenues above estimates, while the Energy (0%) sector has the lowest percentage of companies reporting revenues above estimates.

### Revenue Surprise Percentage (+0.5%) is Below 5-Year Average

In aggregate, companies are reporting sales that are 0.5% above expectations. This surprise percentage is below the 1-year (+1.3%) average and below the 5-year (+0.7%) average.

The Real Estate (+2.6%) and Materials (+2.2%) sectors are reporting the largest upside aggregate differences between actual sales and estimated sales, while the Energy (-1.1%) sector is reporting the largest downside aggregate difference between actual sales and estimated sales.

## Revisions: Increase in Blended Earnings Growth Rate this Week Due to Financials

### Increase in Blended Earnings Growth Rate This Week Due to Financials

The blended, year-over-year earnings growth rate for the third quarter is 19.5% today, which is above the earnings growth rate of 18.9% last week. Positive earnings surprises reported by companies in the Financials sector were mainly responsible for the increase in the overall earnings growth rate during the week.

In the Financials sector, the positive earnings surprises reported by Goldman Sachs (\$6.28 vs. \$5.38), Bank of America (\$0.66 vs. \$0.62), Progressive (\$1.57 vs. \$1.11), and Morgan Stanley (\$1.17 vs. \$1.02) were substantial contributors to the increase in the overall earnings growth rate for the index during the past week. As a result, the blended earnings growth rate for the Financials sector increased to 35.6% from 33.3% during this period.

### Slight Increase in Blended Revenue Growth Rate This Week

The blended, year-over-year sales growth rate for the third quarter is 7.4% today, which is slightly above the sales growth rate of 7.3% last week. Positive revenue surprises reported by companies in multiple sectors were responsible for the slight increase in the overall revenue growth rate during the week.

### Financials Sector Has Seen Largest Decrease in Earnings Growth since September 30

The blended, year-over-year earnings growth rate for Q3 2018 of 19.5% is above the estimate of 19.3% at the end of the third quarter (September 30). Five sectors have recorded an increase in earnings growth since the end of the quarter due to upward revisions to earnings estimates and positive earnings surprises, led by the Financials (to 35.6% from 34.2%) sector. Three sectors have recorded a decrease in earnings growth during this time due to downward revisions to earnings estimates and negative earnings surprises, led by the Materials (to 24.1% from 27.6%) and Energy (to 91.9% from 95.0%) sectors. Three sectors have recorded no change in earnings growth since September 30.

## Consumer Discretionary Sector Has Seen Largest Decrease in Revenue Growth since September 30

The blended, year-over-year sales growth rate for Q3 2018 of 7.4% is slightly below the estimate of 7.5% at the end of the third quarter (September 30). Five sectors have recorded an increase in sales growth since the end of the quarter due to upward revisions to revenue estimates and positive revenue surprises, led by the Energy (to 19.0% from 18.5%) sector. Six sectors have recorded a decrease in sales growth during this time due to downward revisions to revenue estimates and negative revenue surprises, led by the Consumer Discretionary (to 6.3% from 8.0%) sector.

## Earnings Growth: 19.5%

The blended (year-over-year) earnings growth rate for Q3 2018 is 19.5%. If 19.5% is the final growth rate for the quarter, it will mark a tie for the third highest earnings growth reported by the index since Q1 2011 (also 19.5%), trailing only the previous two quarters. All eleven sectors are reporting (or are expected to report) year-over-year growth in earnings. Seven sectors are reporting double-digit earnings growth for the quarter, led by the Energy, Financials, and Materials sectors.

### Energy: Higher Year-Over-Year Oil Prices Driving Broad-Based Growth

The Energy sector is reporting the highest (year-over-year) earnings growth of all eleven sectors at 91.9%. Higher oil prices are helping to drive the unusually high growth rate for the sector, as the average price of oil in Q3 2018 (\$69.43) was 44% higher than the average price of oil in Q3 2017 (\$48.20). At the sub-industry level, all six sub-industries in the sector are reporting (or are predicted to report) earnings growth for the quarter: Oil & Gas Drilling (N/A due to year-ago loss), Oil & Gas Exploration & Production (3,539%), Integrated Oil & Gas (83%), Oil & Gas Storage & Transportation (60%), Oil & Gas Equipment & Services (22%), and Oil & Gas Refining & Marketing (7%).

### Financials: All 5 Industries Reporting Double-Digit Growth, Led by Insurance Industry

The Financials sector is reporting the second highest (year-over-year) earnings growth of all eleven sectors at 35.6%. At the industry level, all five industries in this sector are reporting (or are predicted to report) double-digit growth in earnings: Insurance (151%), Diversified Financial Services (87%), Consumer Finance (24%), Banks (22%), and Capital Markets (18%). The unusually high growth rate for the Insurance industry can be attributed in part to an easy comparison to weak year-ago earnings due to catastrophic losses from Hurricanes Harvey and Irma. If the Insurance industry were excluded, the blended earnings growth rate for the Financials sector would fall to 24.1% from 35.6%.

### Materials: All 4 Industries Reporting Double-Digit Earnings Growth

The Materials sector is reporting the third highest (year-over-year) earnings growth of all eleven sectors at 24.1%. At the industry level, all four industries in the sector are reporting (or are predicted to report) double-digit earnings growth: Metals & Mining (44%), Containers & Packaging (28%), Construction Materials (24%), and Chemicals (19%).

## Revenue Growth: 7.4%

The blended (year-over-year) revenue growth rate for Q3 2018 is 7.4%. All eleven sectors are reporting (or are expected to report) year-over-year growth in revenue. Three sectors are reporting double-digit growth in revenue: Energy, Communication Services, and Real Estate.

### Energy: 5 of 6 Sub-Industries Expected to Report Double-Digit Growth

The Energy sector is reporting the highest (year-over-year) revenue growth of all eleven sectors at 19.0%. At the sub-industry level, all six sub-industries are reporting (or are expected to report) revenue growth. Five of the six sub-industries in the sector are reporting (or are predicted to report) double-digit revenue growth: Oil & Gas Drilling (28%), Oil & Gas Refining & Marketing (22%), Oil & Gas Exploration & Production (21%), Integrated Oil & Gas (20%), and Oil & Gas Storage & Transportation (15%).

### Communication Services: Interactive Media & Services Industry Leads Growth

The Communication Services sector is reporting the second highest (year-over-year) revenue growth of all eleven sectors at 12.9%. At the industry level, all four industries in this sector are predicted to report revenue growth. Two of these four industries are reporting (or are projected to report) double-digit revenue growth: Interactive Media & Services (24%) and Diversified Telecommunication Services (11%).

### Real Estate: CBRE Group Leads Growth

The Real Estate sector is reporting the third highest (year-over-year) revenue growth of all eleven sectors at 11.9%. At the company level, CBRE Group is predicted to be the largest contributor to revenue growth for the sector. The revenue estimate for Q3 2018 is \$5.2 billion, compared to year-ago revenues of \$3.5 billion. If this company were excluded, the estimated revenue growth rate for the sector would fall to 5.9% from 11.9%.

## Looking Ahead: Forward Estimates and Valuation

### Guidance: Lower % of S&P 500 Companies Issuing Negative EPS Guidance for Q4 than Average

The term “guidance” (or “preannouncement”) is defined as a projection or estimate for EPS provided by a company in advance of the company reporting actual results. Guidance is classified as negative if the estimate (or mid-point of a range estimates) provided by a company is lower than the mean EPS estimate the day before the guidance was issued. Guidance is classified as positive if the estimate (or mid-point of a range of estimates) provided by the company is higher than the mean EPS estimate the day before the guidance was issued.

At this point in time, 13 companies in the index have issued EPS guidance for Q4 2018. Of these 13 companies, 9 have issued negative EPS guidance and 4 have issued positive EPS guidance. The percentage of companies issuing negative EPS guidance is 69% (9 out of 13), which is above the 5-year average of 71%.

### 2018 Earnings Growth Estimate is 20%, But 2019 Earnings Growth Estimate is 10%

For the third quarter, companies are reporting earnings growth of 19.5% and revenue growth of 7.4%. While analysts currently expect earnings to grow at double-digit levels for Q4, they also expect more moderate growth in early 2019.

For Q4 2018, analysts are projecting earnings growth of 16.5% and revenue growth of 6.5%.

For CY 2018, analysts are projecting earnings growth of 20.2% and revenue growth of 8.2%.

For Q1 2019, analysts are projecting earnings growth of 6.8% and revenue growth of 6.6%.

For Q2 2019, analysts are projecting earnings growth of 7.0% and revenue growth of 5.0%.

For CY 2019, analysts are projecting earnings growth of 10.3% and revenue growth of 5.4%.

### Valuation: Forward P/E Ratio is 15.9, above the 10-Year Average (14.5)

The forward 12-month P/E ratio is 15.9. This P/E ratio is below the 5-year average of 16.3, but above the 10-year average of 14.5. It is also below the forward 12-month P/E ratio of 16.8 recorded at the start of the fourth quarter (September 30).

At the sector level, the Consumer Discretionary (20.4) sector has the highest forward 12-month P/E ratio, while the Financials (11.7) sector has the lowest forward 12-month P/E ratio.

### Targets & Ratings: Analysts Project 18% Increase in Price Over Next 12 Months

The bottom-up target price for the S&P 500 is 3259.80, which is 17.7% above the closing price of 2768.78. At the sector level, the Materials (+24.6%) sector is expected to see the largest price increase, as this sector has the largest upside difference between the bottom-up target price and the closing price. On the other hand, the Utilities (+3.5%) sector is expected to see the smallest price increase, as this sector has the smallest upside difference between the bottom-up target price and the closing price.

Overall, there are 11,095 ratings on stocks in the S&P 500. Of these 11,095 ratings, 52.9% are Buy ratings, 41.5% are Hold ratings, and 5.6% are Sell ratings. At the sector level, the Energy (61%) sector has the highest percentage of Buy ratings, while the Consumer Staples (41%) sector has the lowest percentage of Buy ratings.

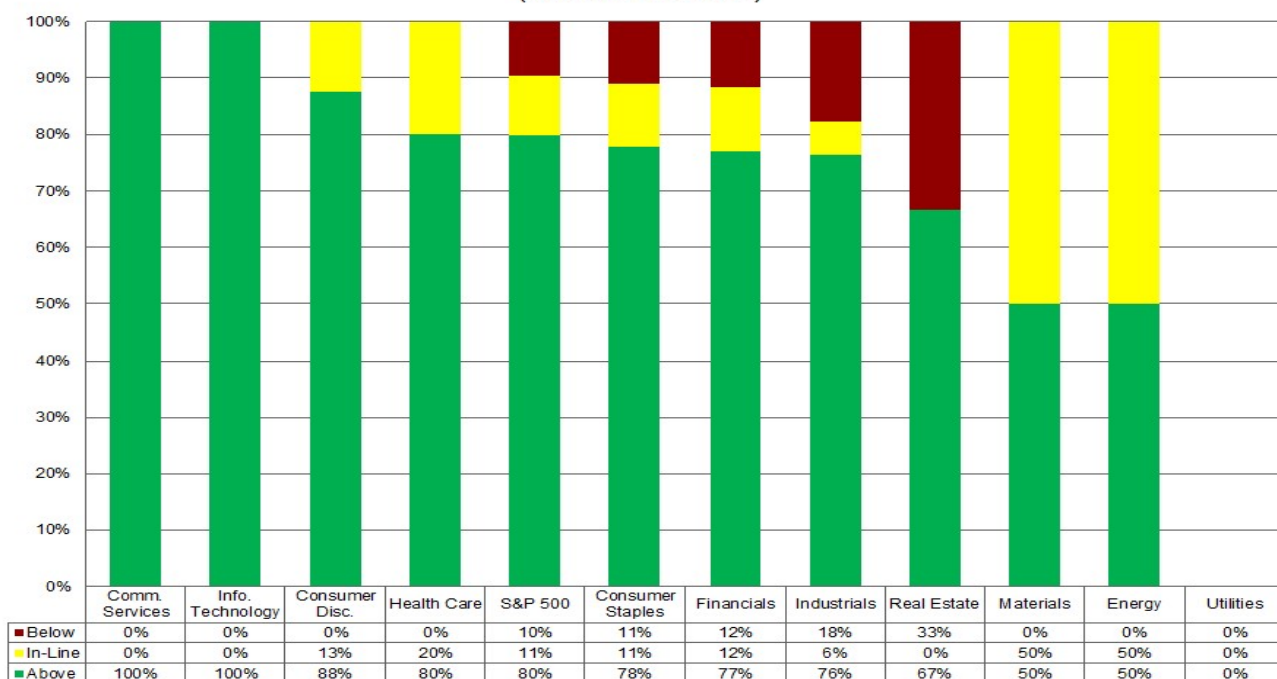
### Companies Reporting Next Week: 158

During the upcoming week, 158 S&P 500 companies (including 10 Dow 30 components) are scheduled to report results for the third quarter.

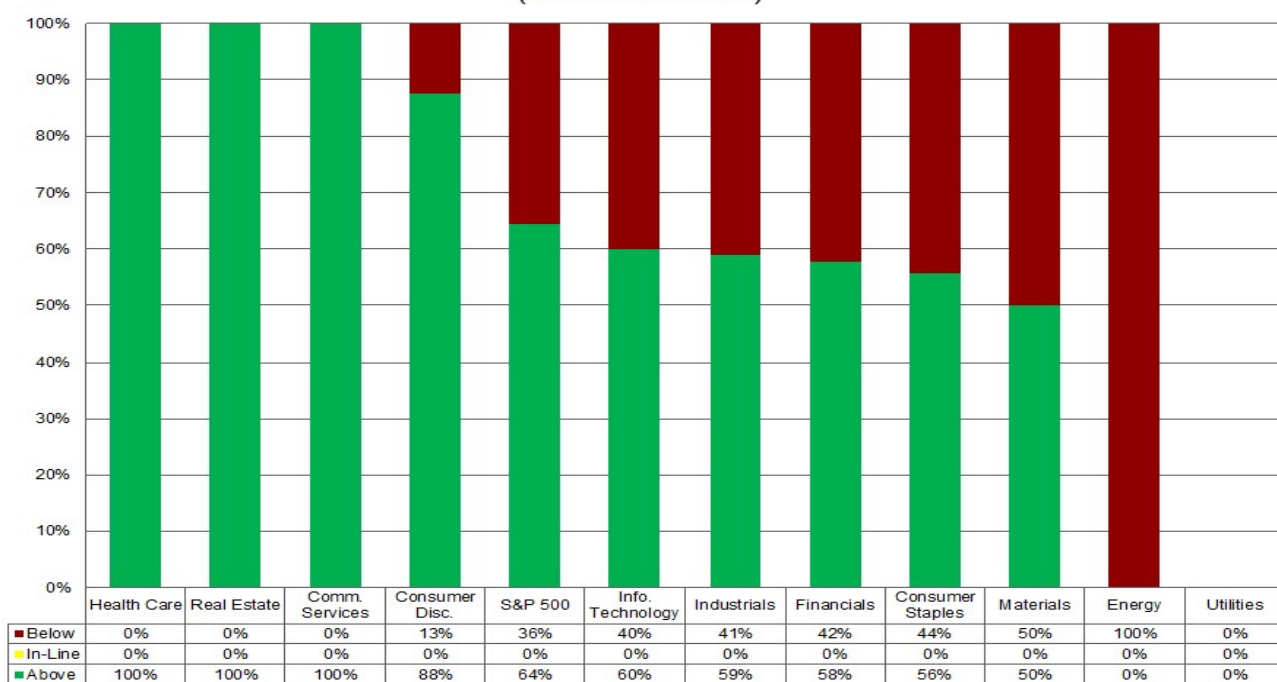


## Q3 2018: Scorecard

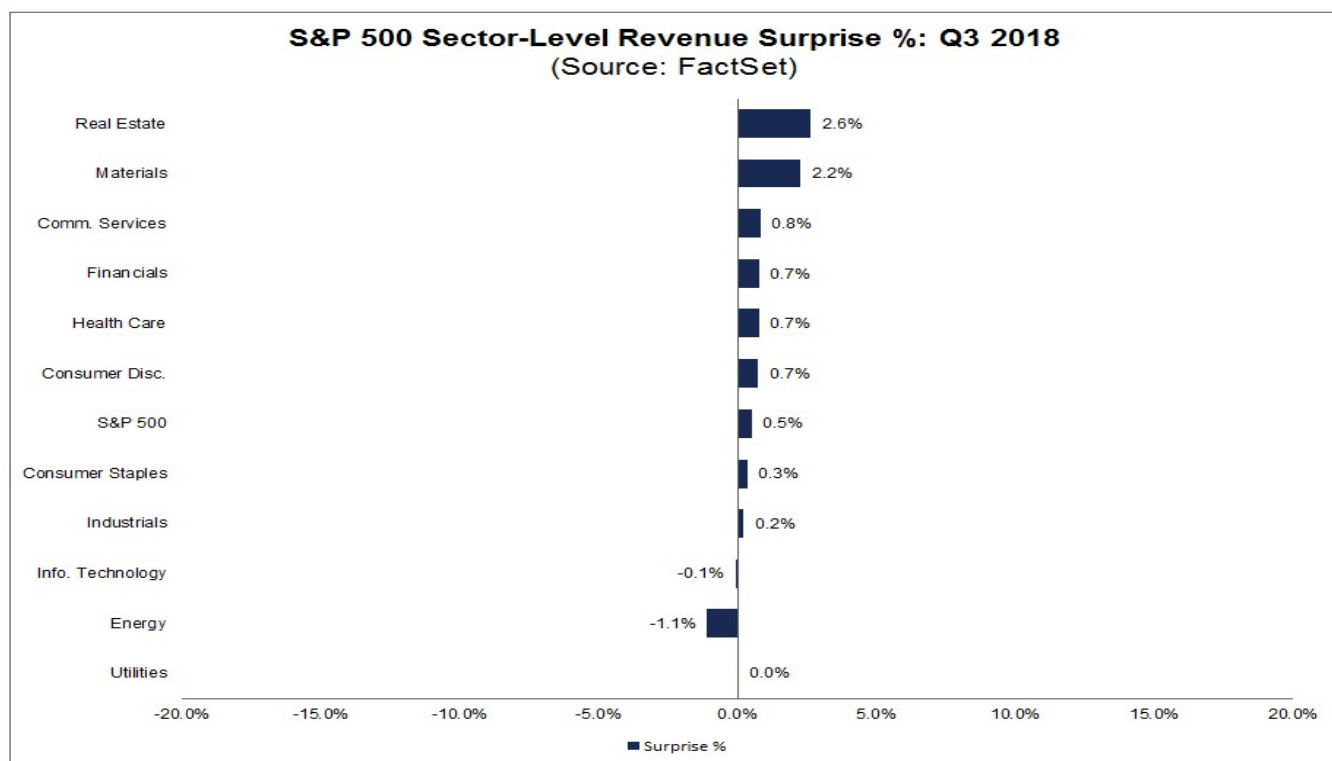
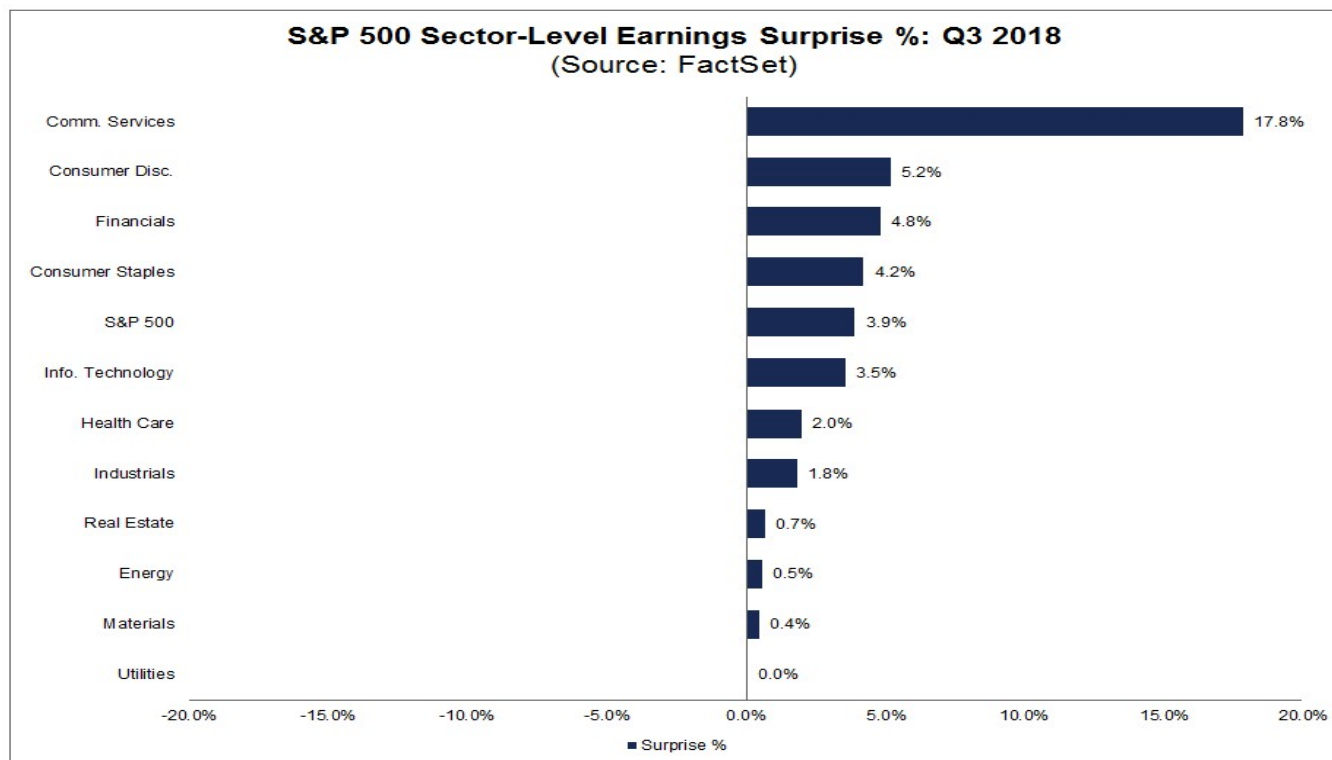
**S&P 500 Earnings Above, In-Line, Below Estimates: Q3 2018**  
(Source: FactSet)



**S&P 500 Revenues Above, In-Line, Below Estimates: Q3 2018**  
(Source: FactSet)

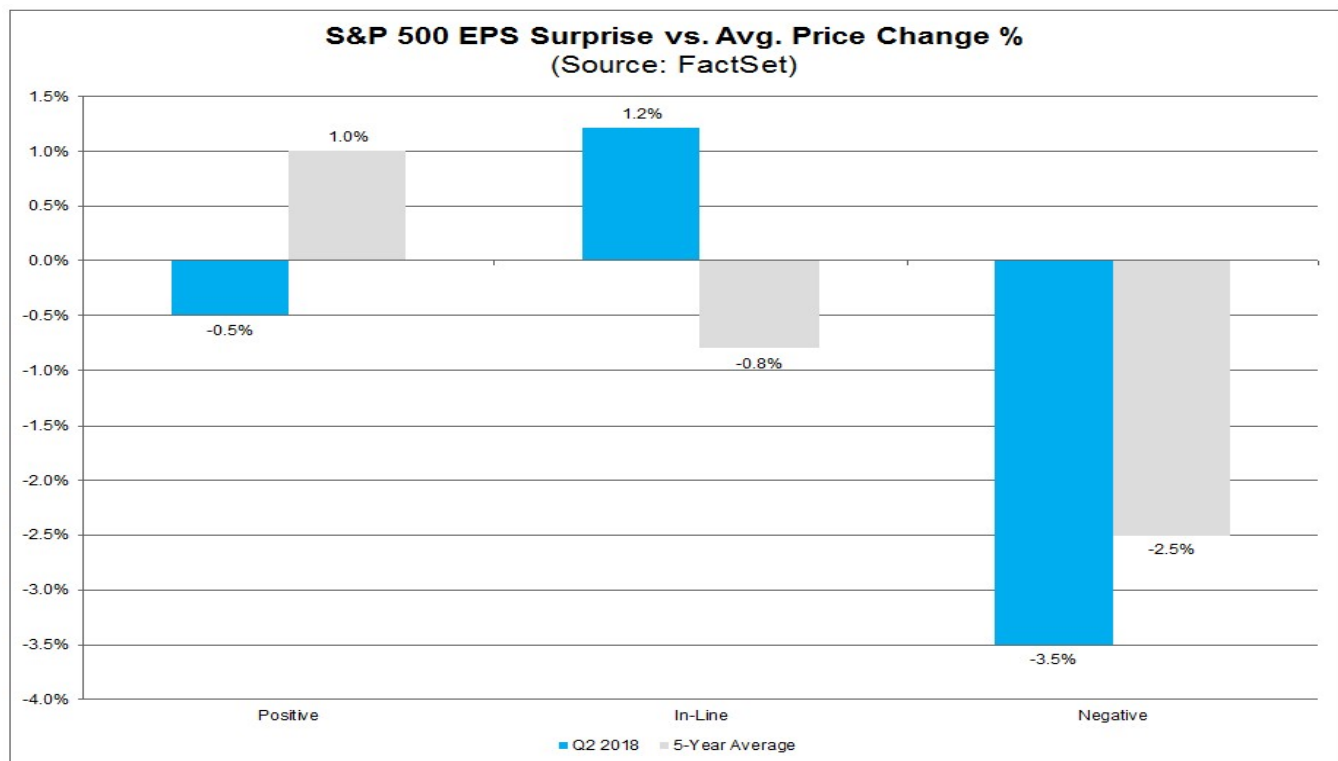
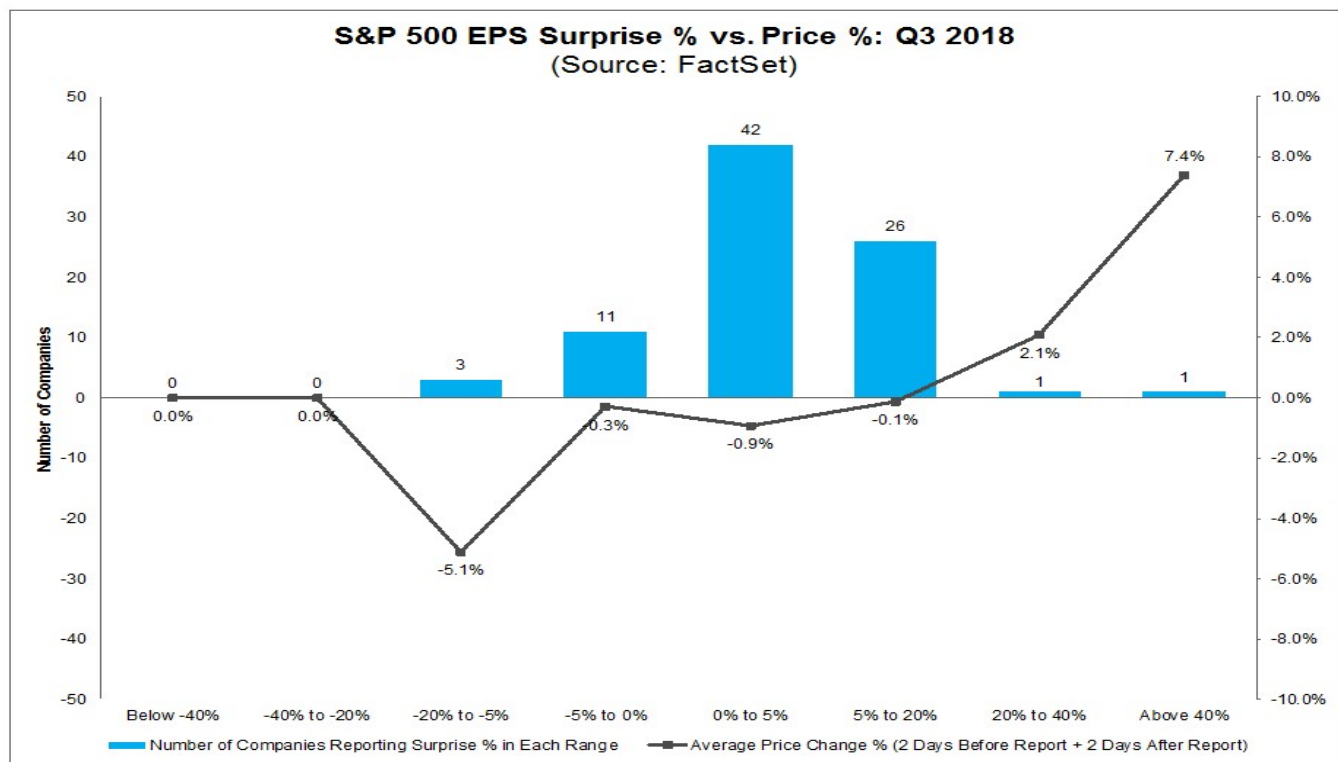


## Q3 2018: Scorecard



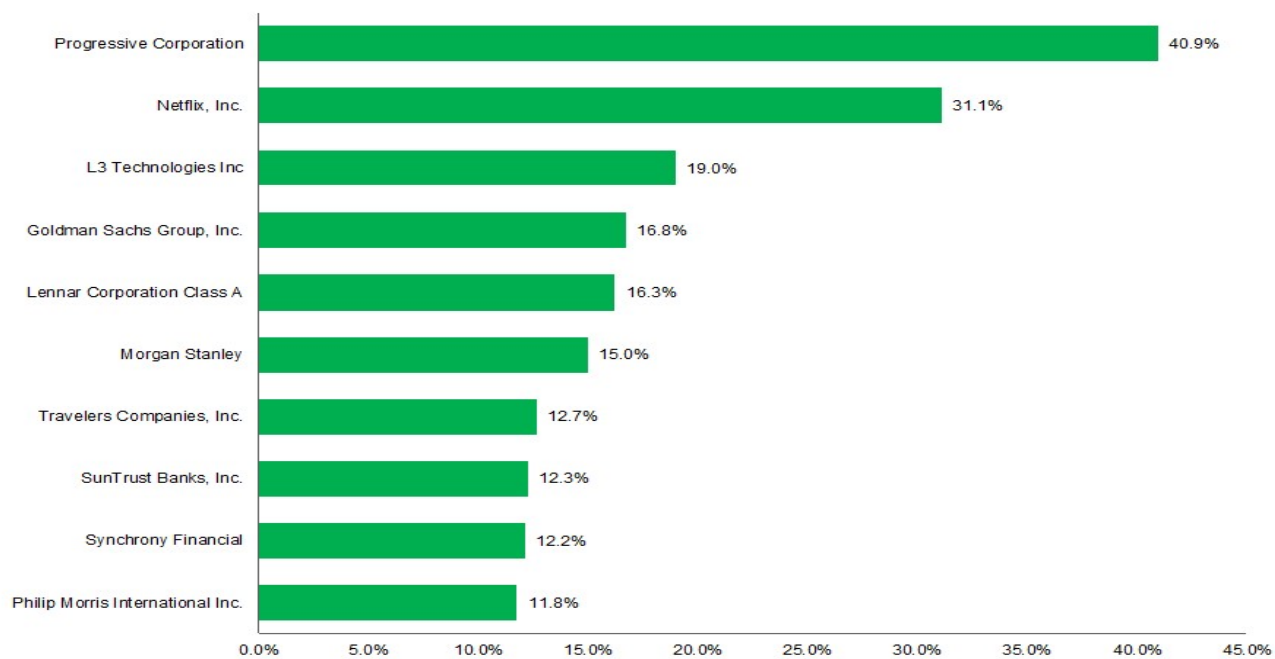


# Q3 2018: Scorecard

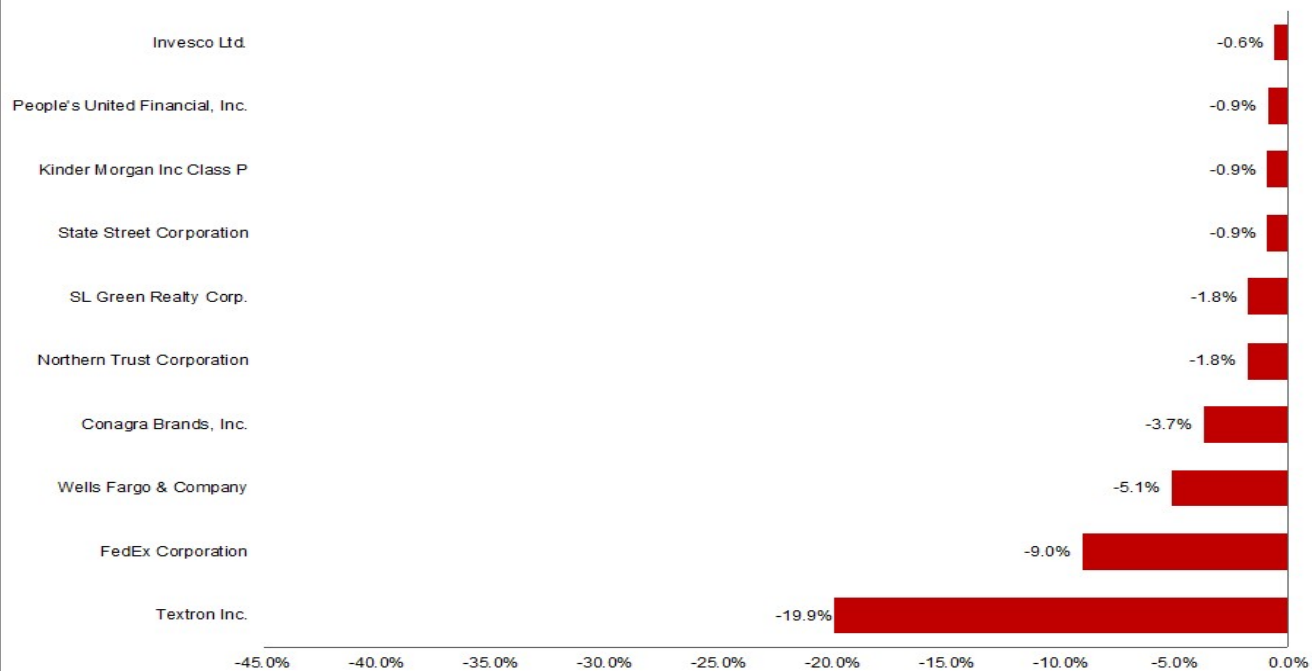


## Q3 2018: Scorecard

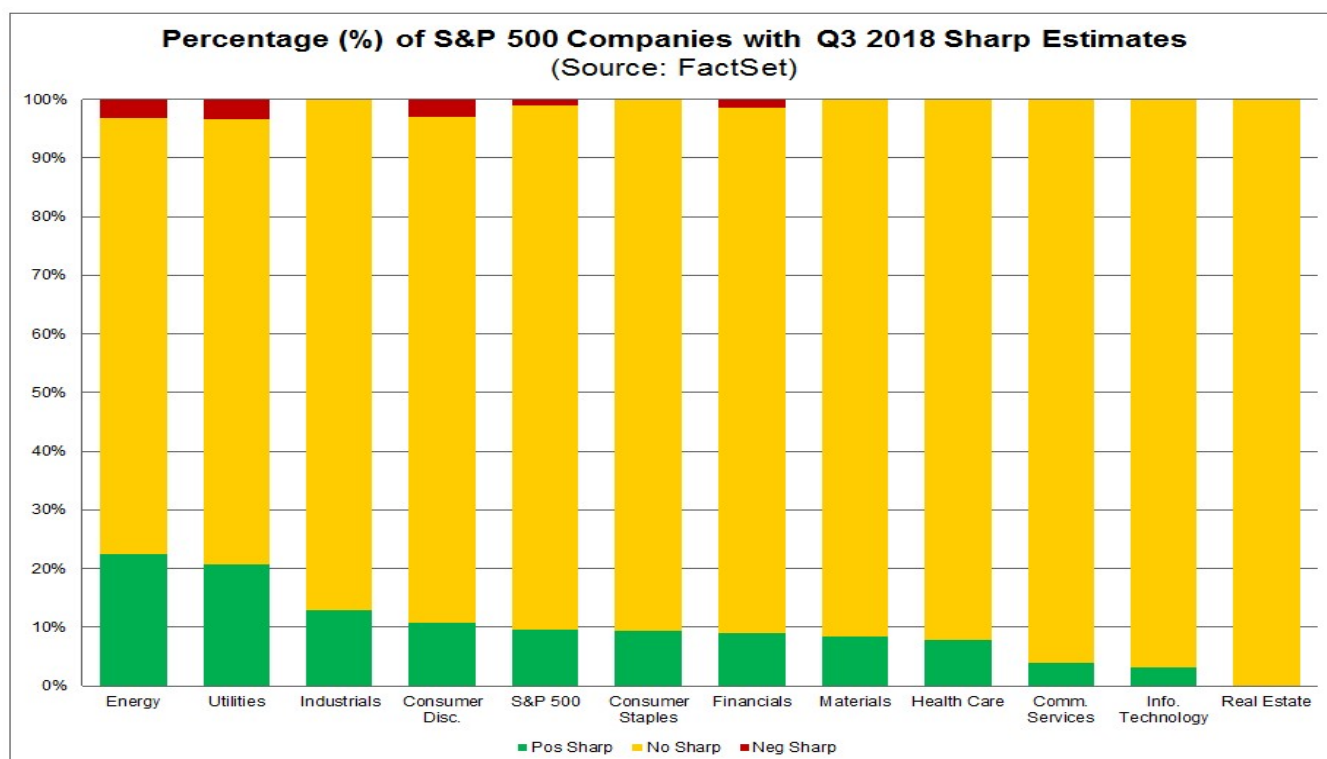
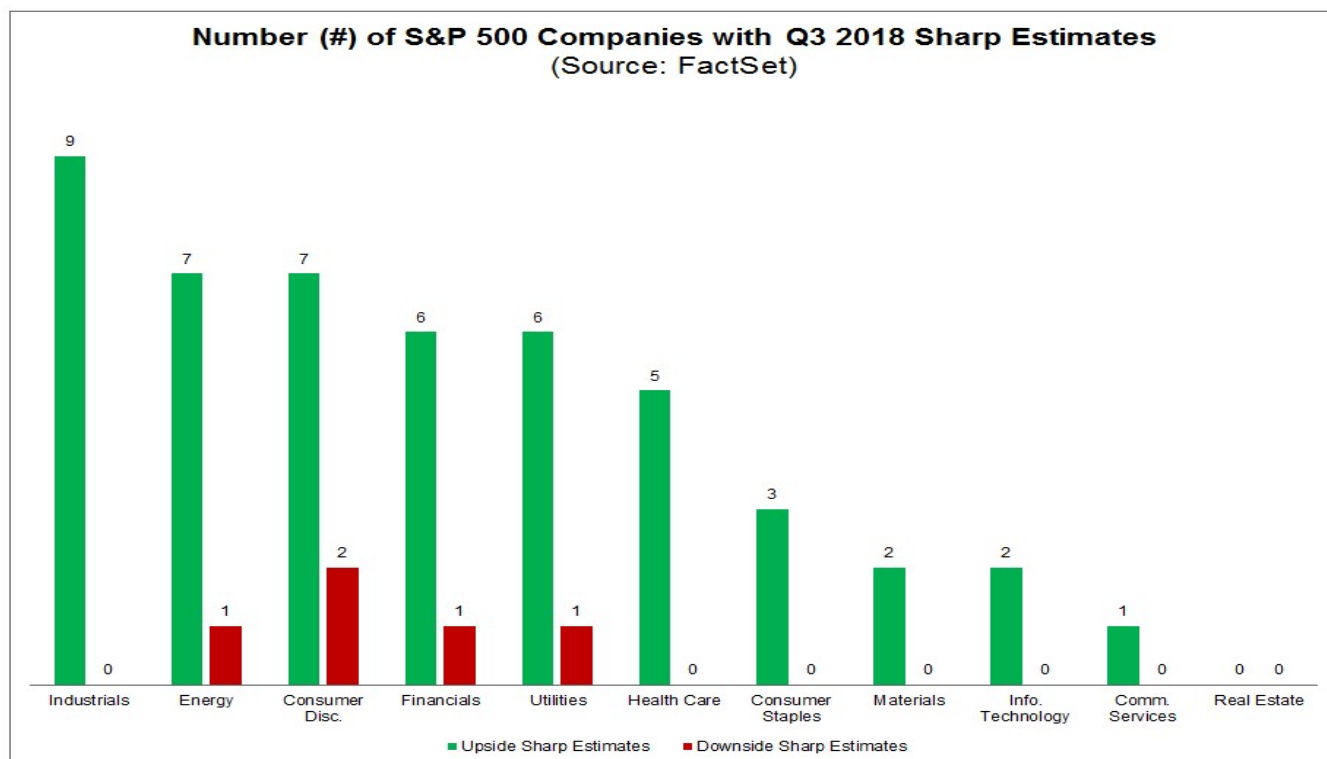
**S&P 500 Actual EPS Surprise %: Top 10 Q3 Actual EPS Surprises**  
(Source: FactSet)



**S&P 500 Actual EPS Surprise %: Bottom 10 Q3 Actual EPS Surprises**  
(Source: FactSet)

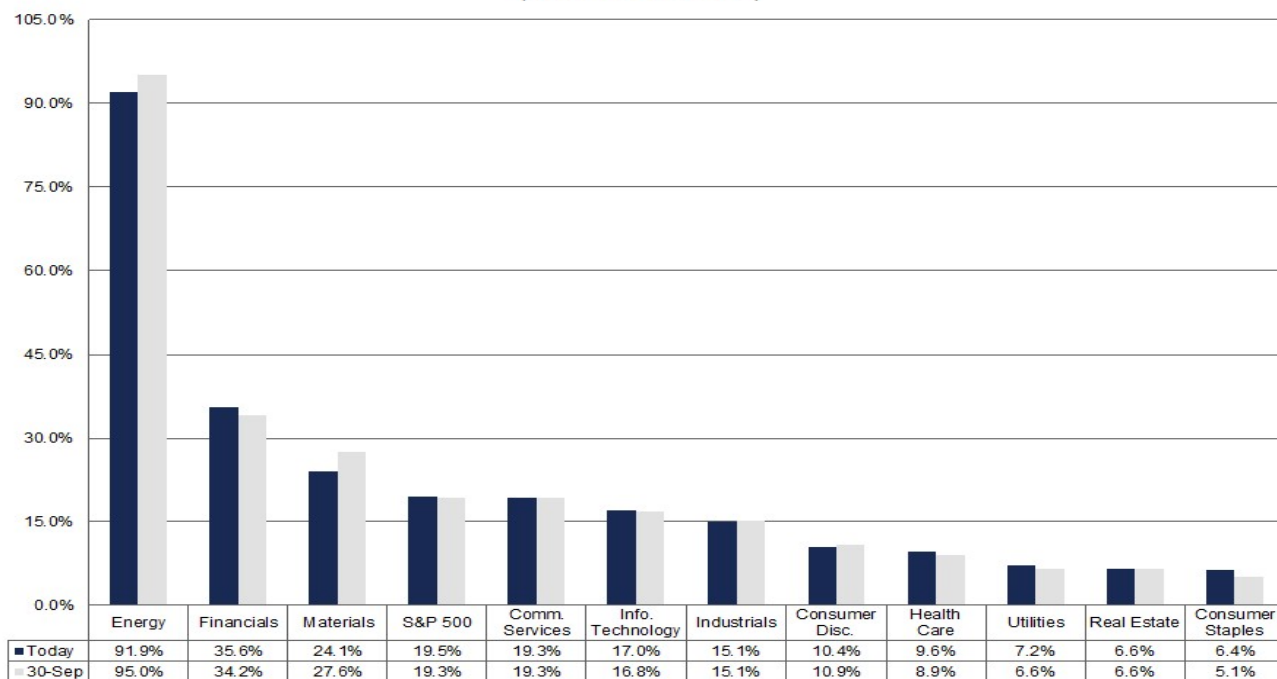


## Q3 2018: Projected EPS Surprises (Sharp Estimates)

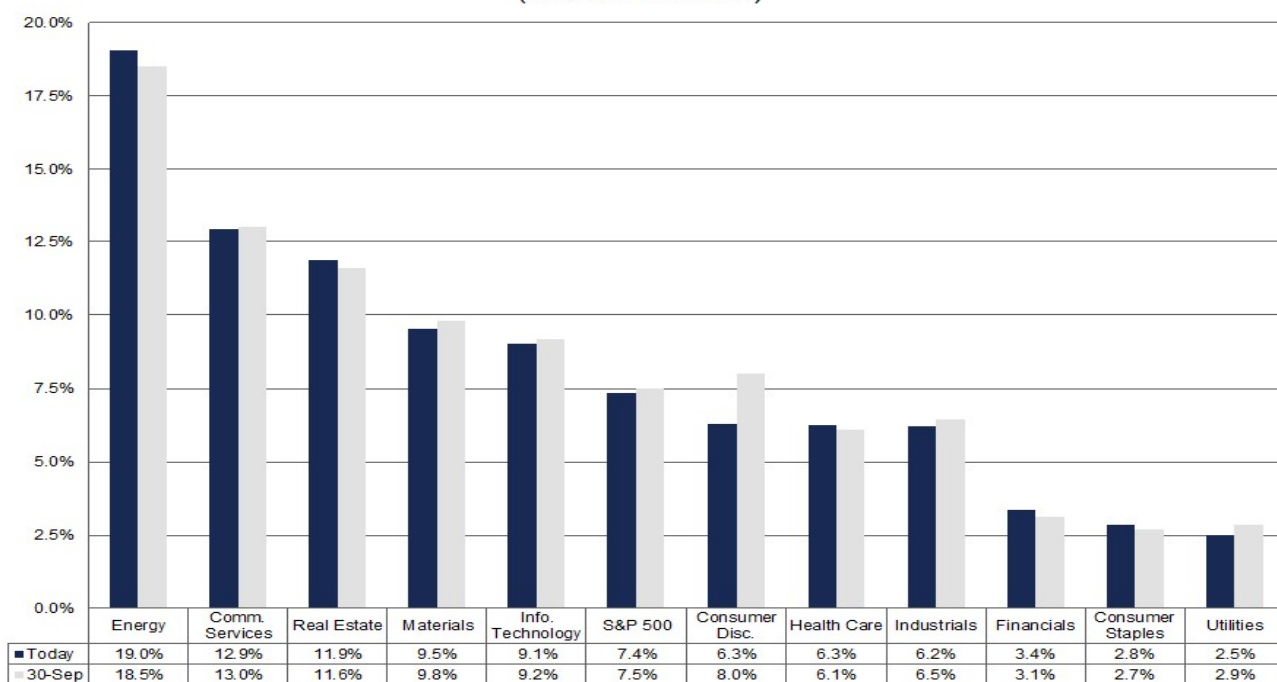


## Q3 2018: Growth

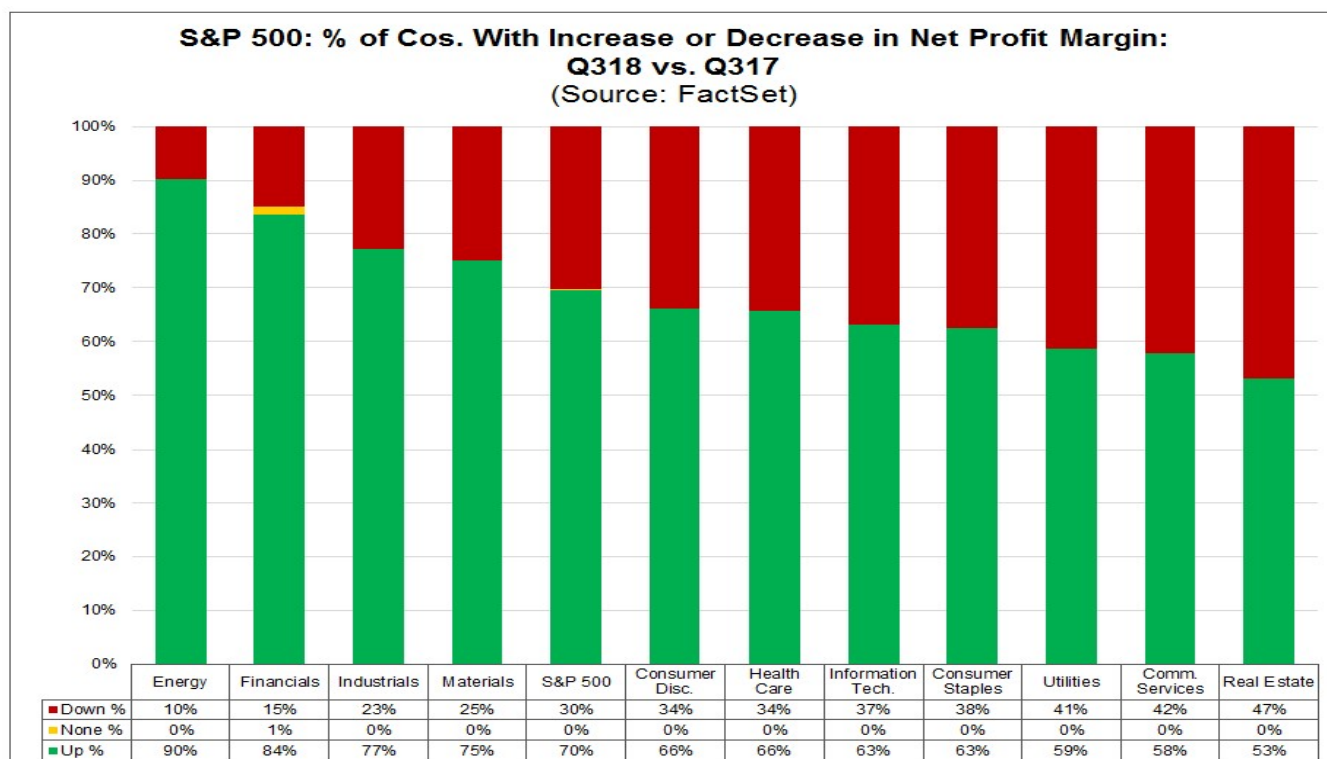
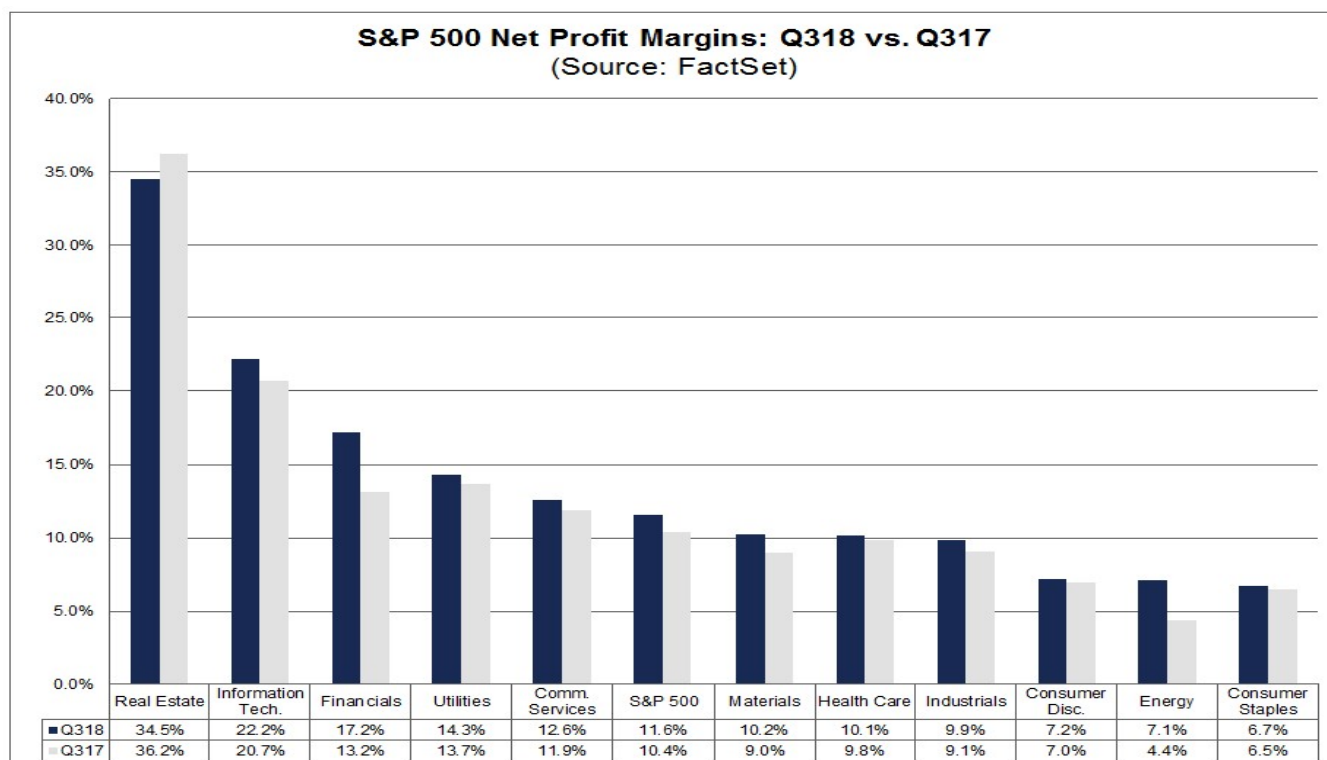
**S&P 500 Earnings Growth: Q3 2018**  
(Source: FactSet)



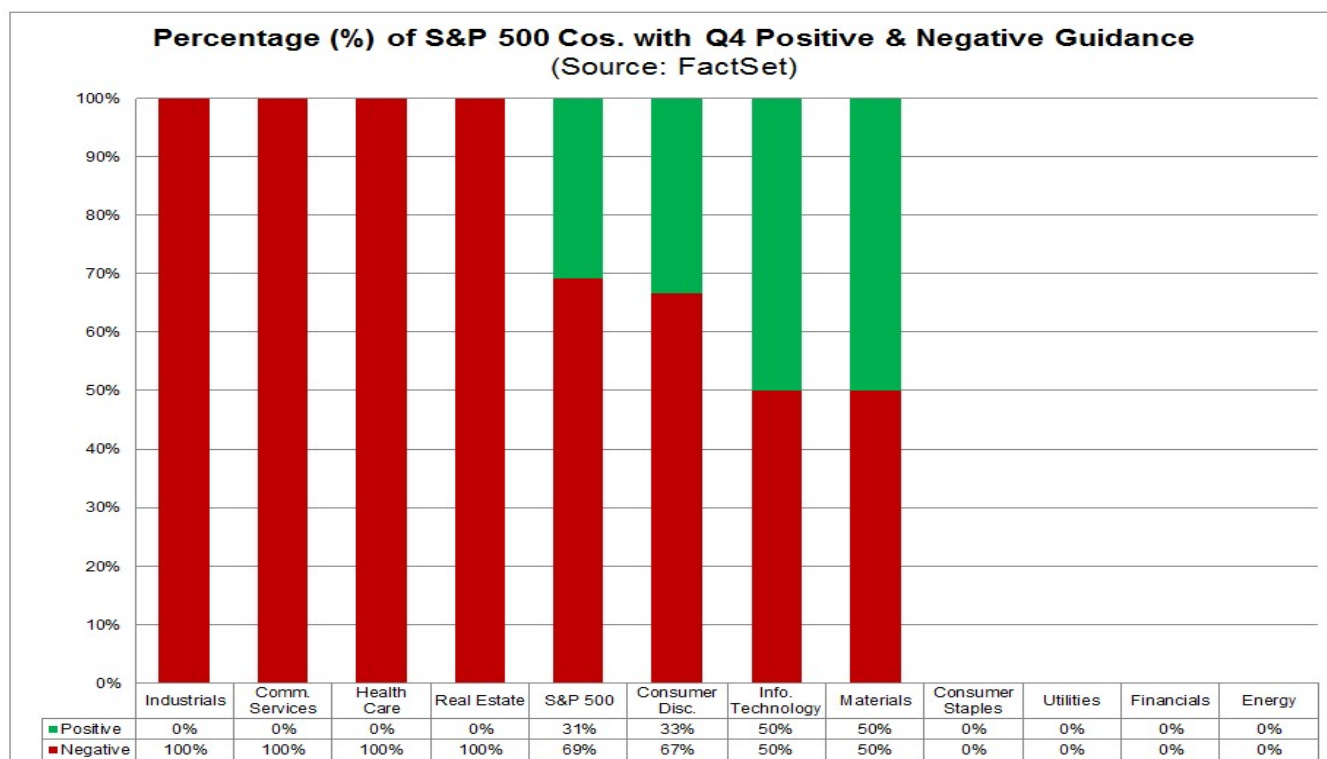
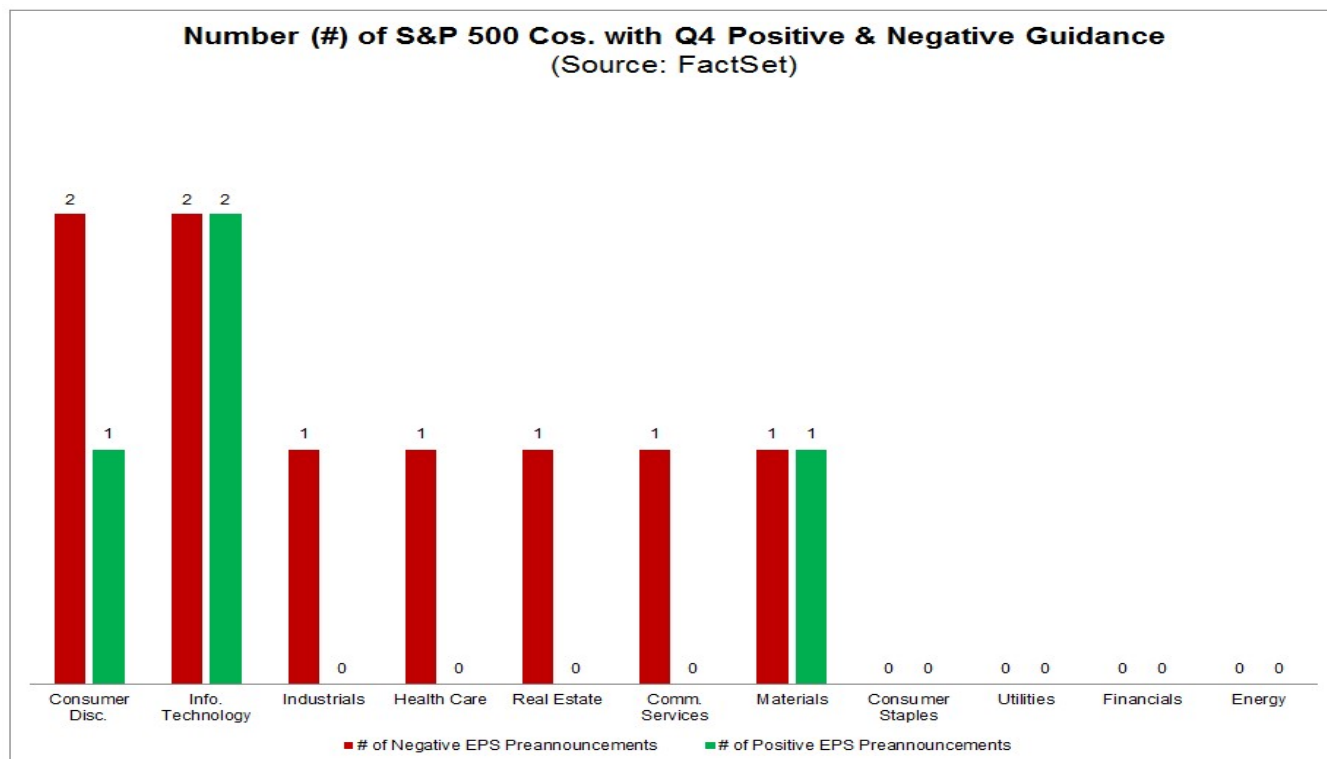
**S&P 500 Revenue Growth: Q3 2018**  
(Source: FactSet)



## Q3 2018: Net Profit Margin

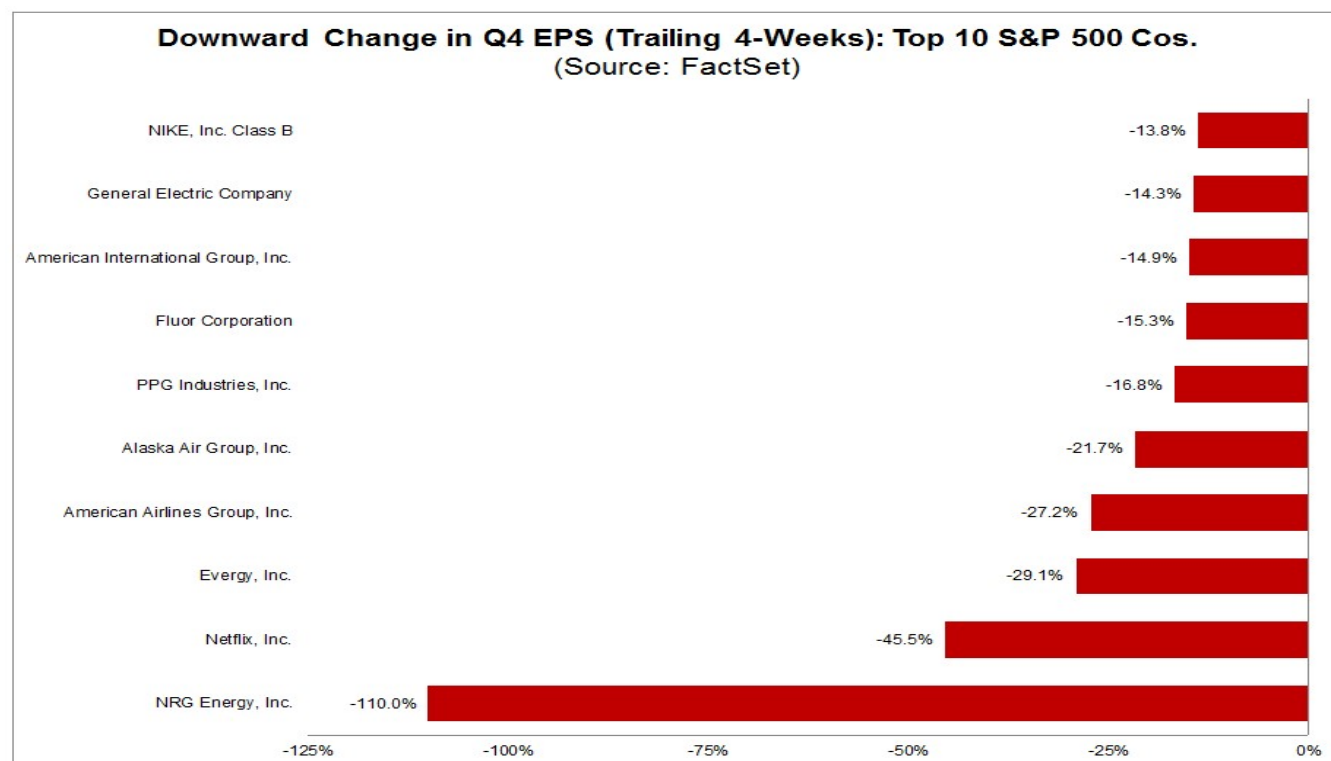
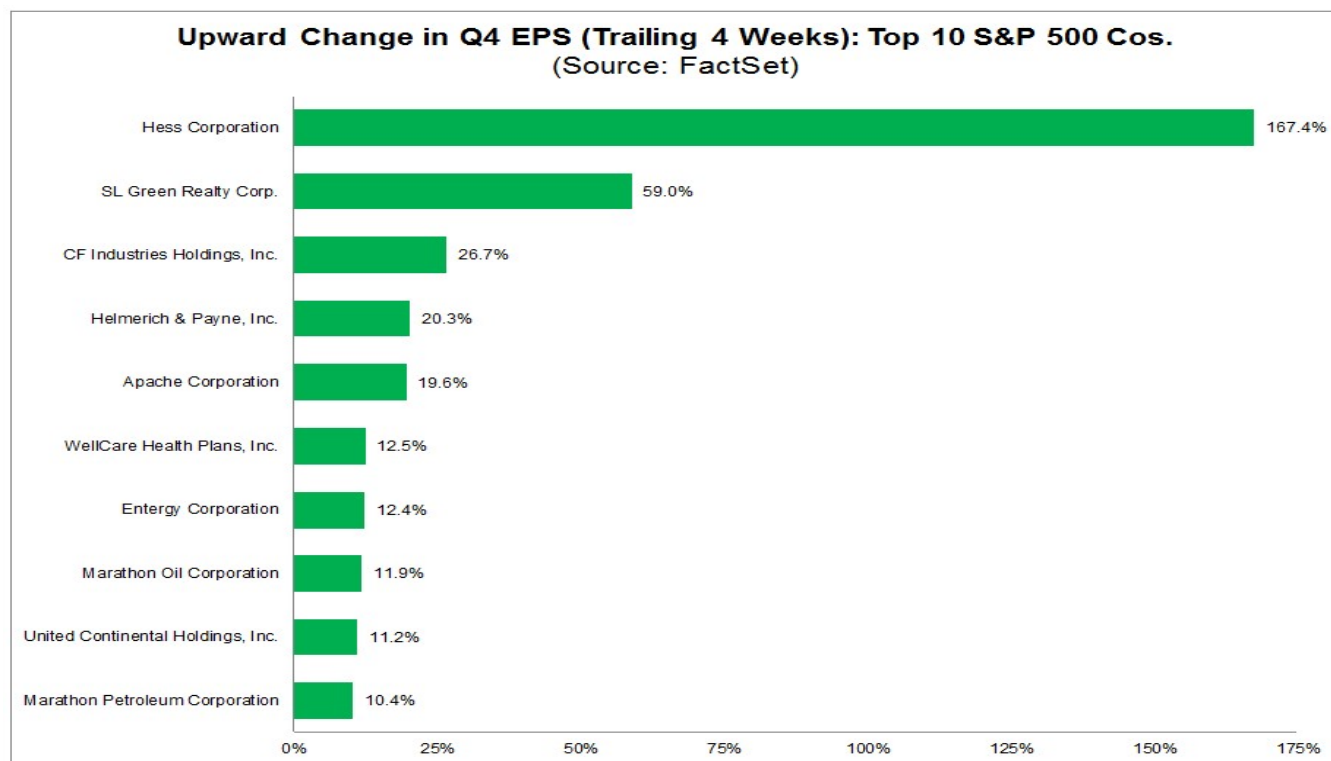


## Q4 2018: EPS Guidance



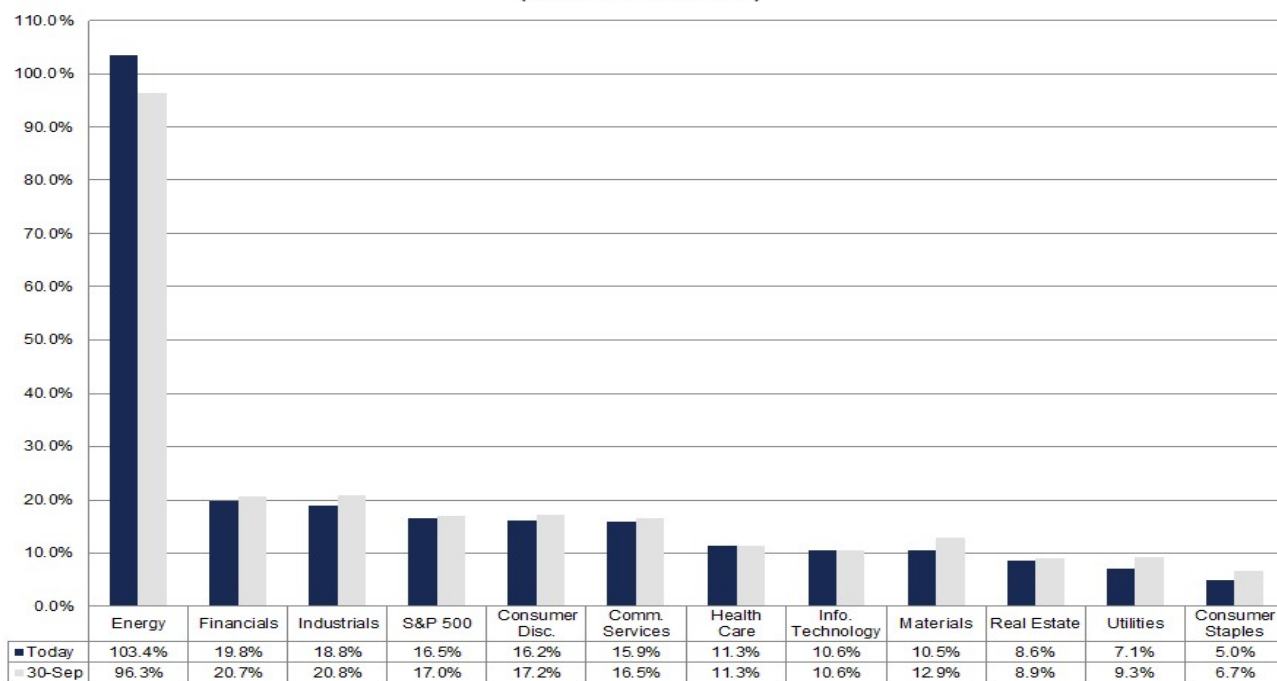


## Q4 2018: EPS Revisions

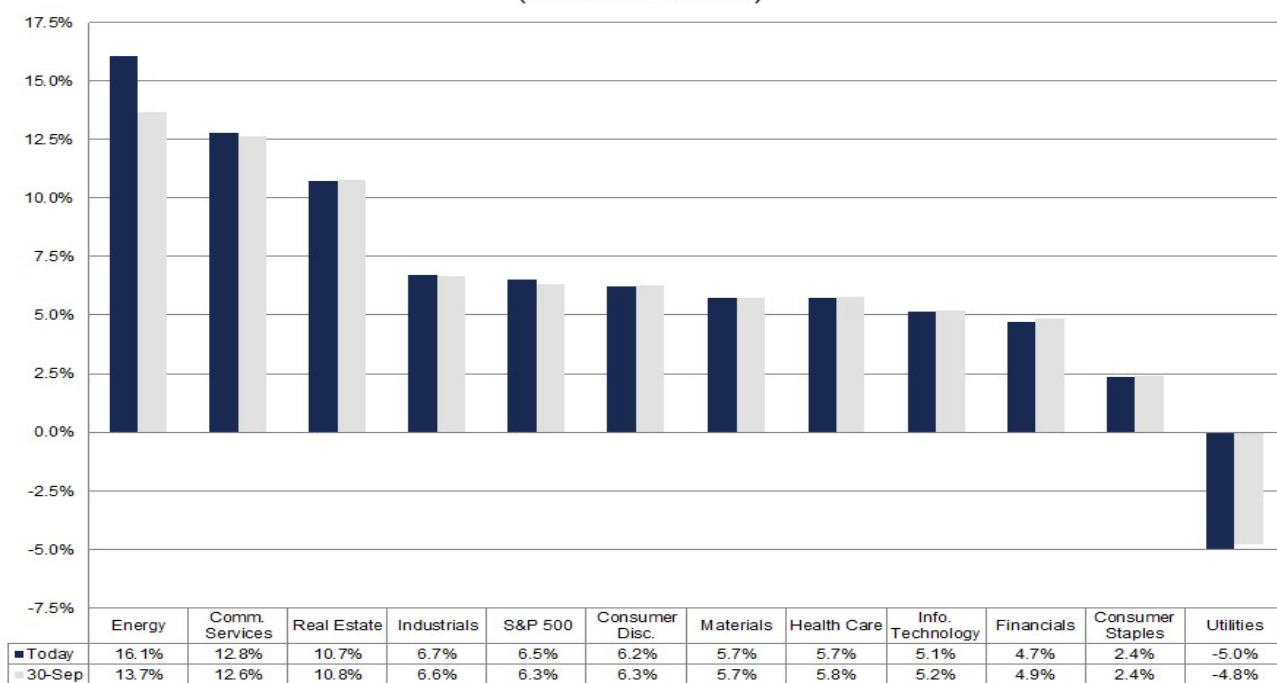


## Q4 2018: Growth

**S&P 500 Earnings Growth: Q4 2018**  
(Source: FactSet)



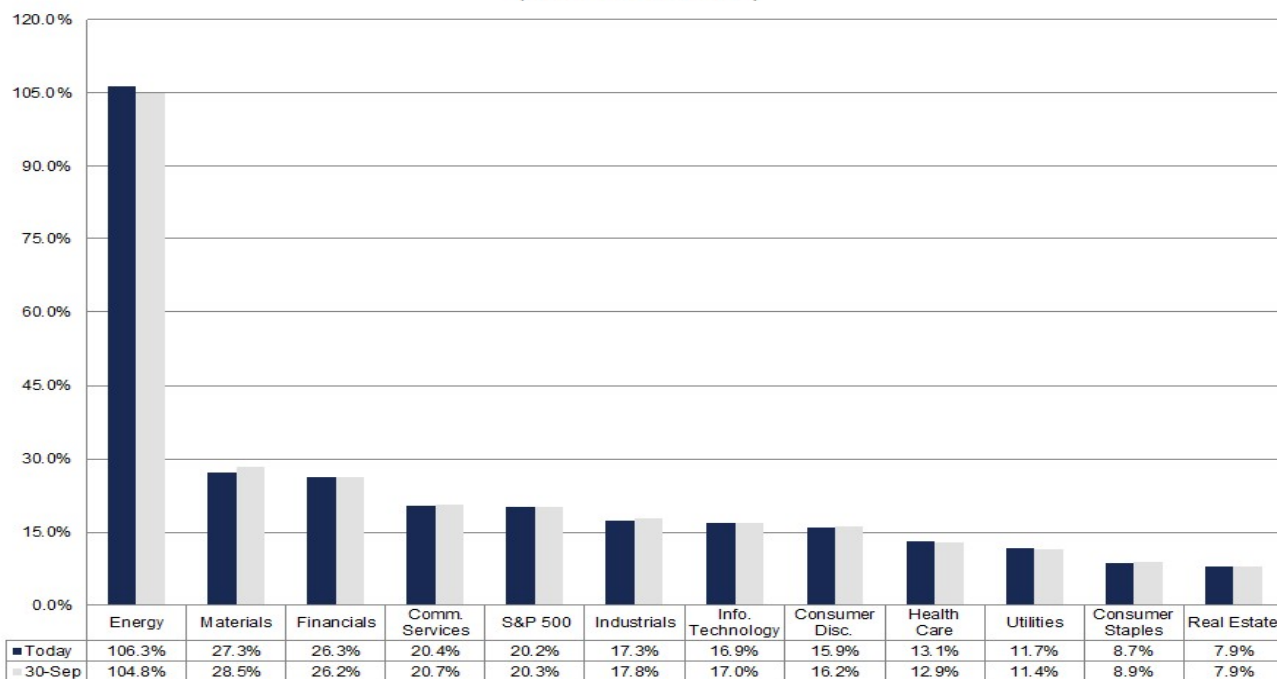
**S&P 500 Revenue Growth: Q4 2018**  
(Source: FactSet)



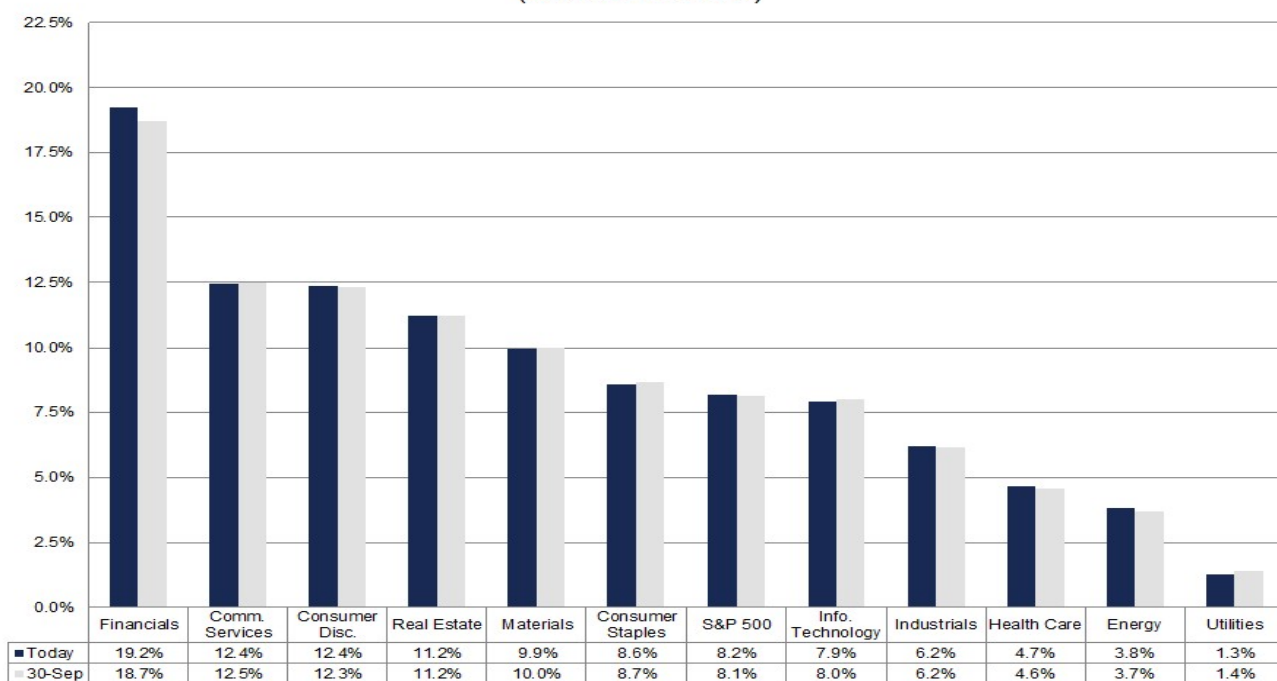
## CY 2018: Growth

**S&P 500 Earnings Growth: CY 2018**

(Source: FactSet)

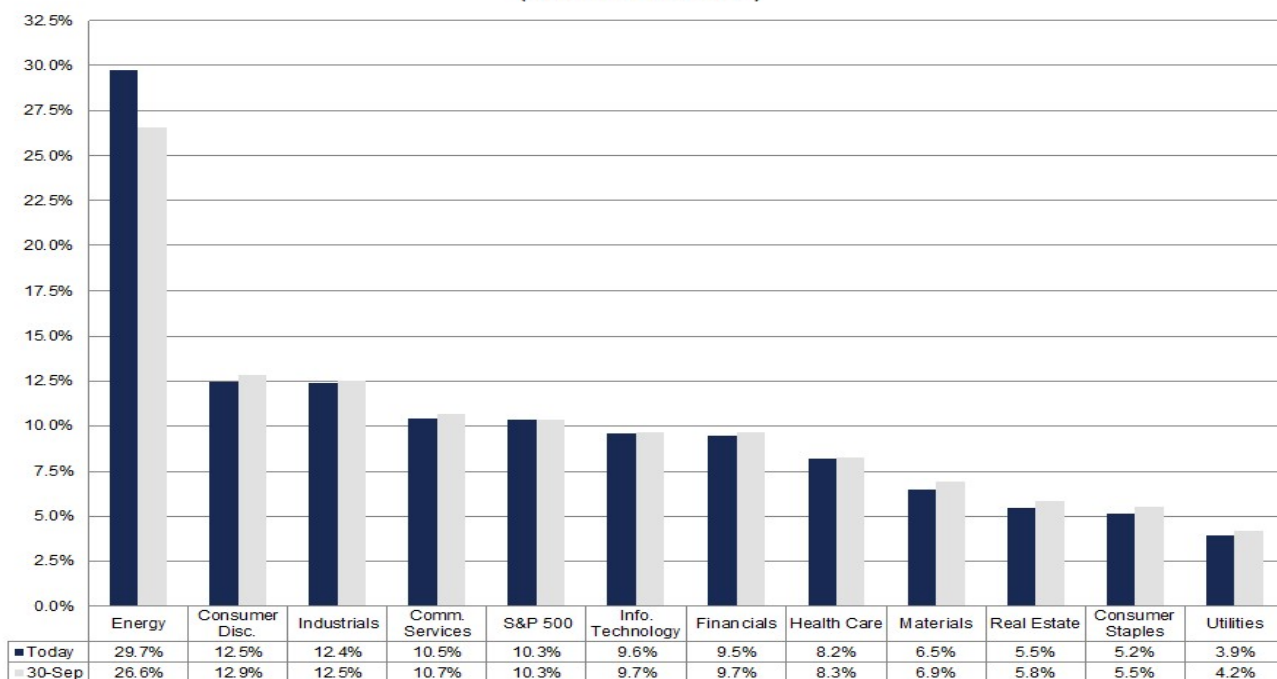
**S&P 500 Revenue Growth: CY 2018**

(Source: FactSet)

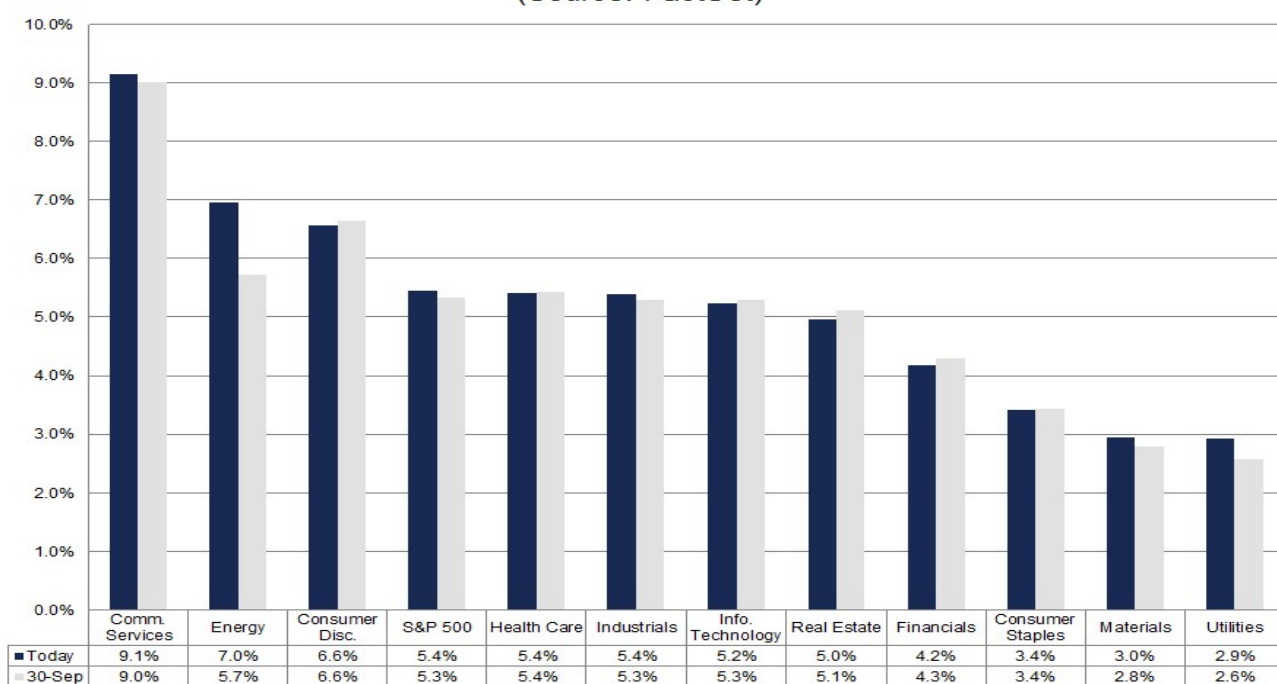


## CY 2019: Growth

**S&P 500 Earnings Growth: CY 2019**  
(Source: FactSet)

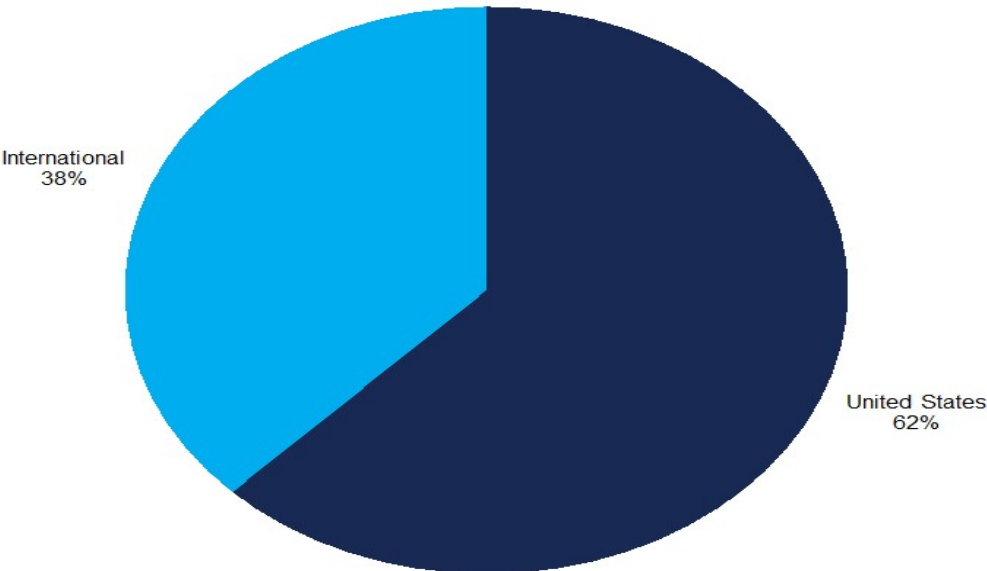


**S&P 500 Revenue Growth: CY 2019**  
(Source: FactSet)

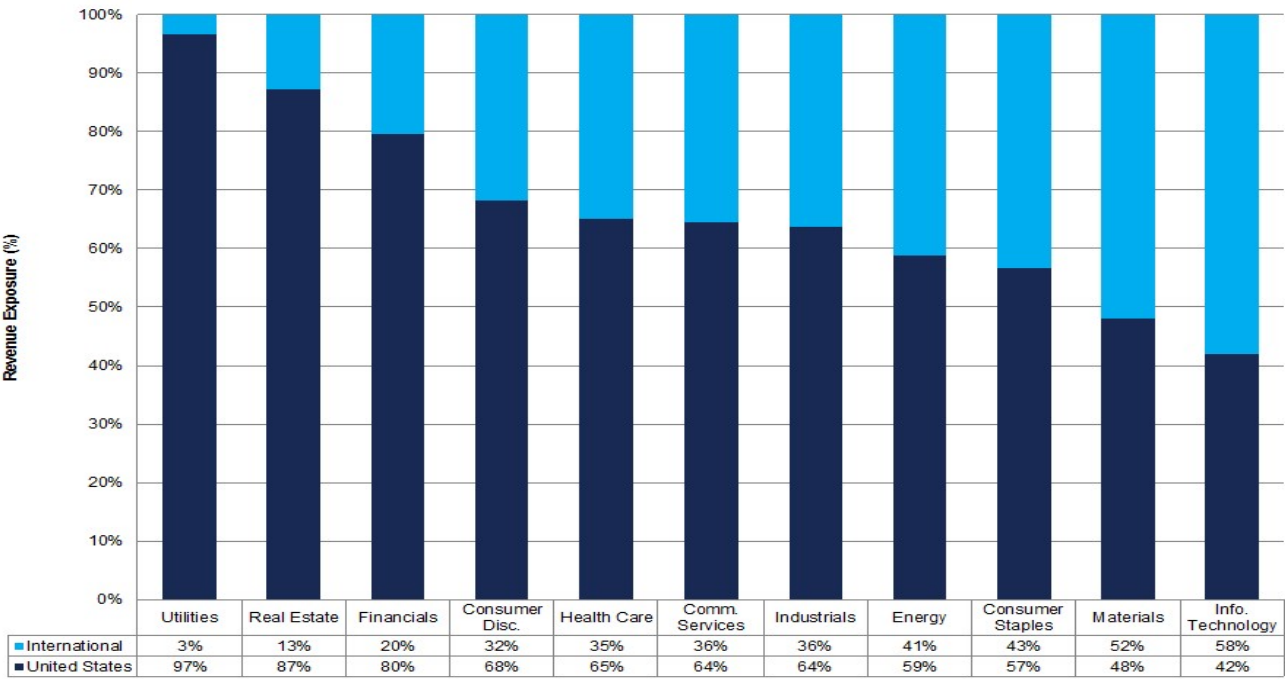


# Geographic Revenue Exposure

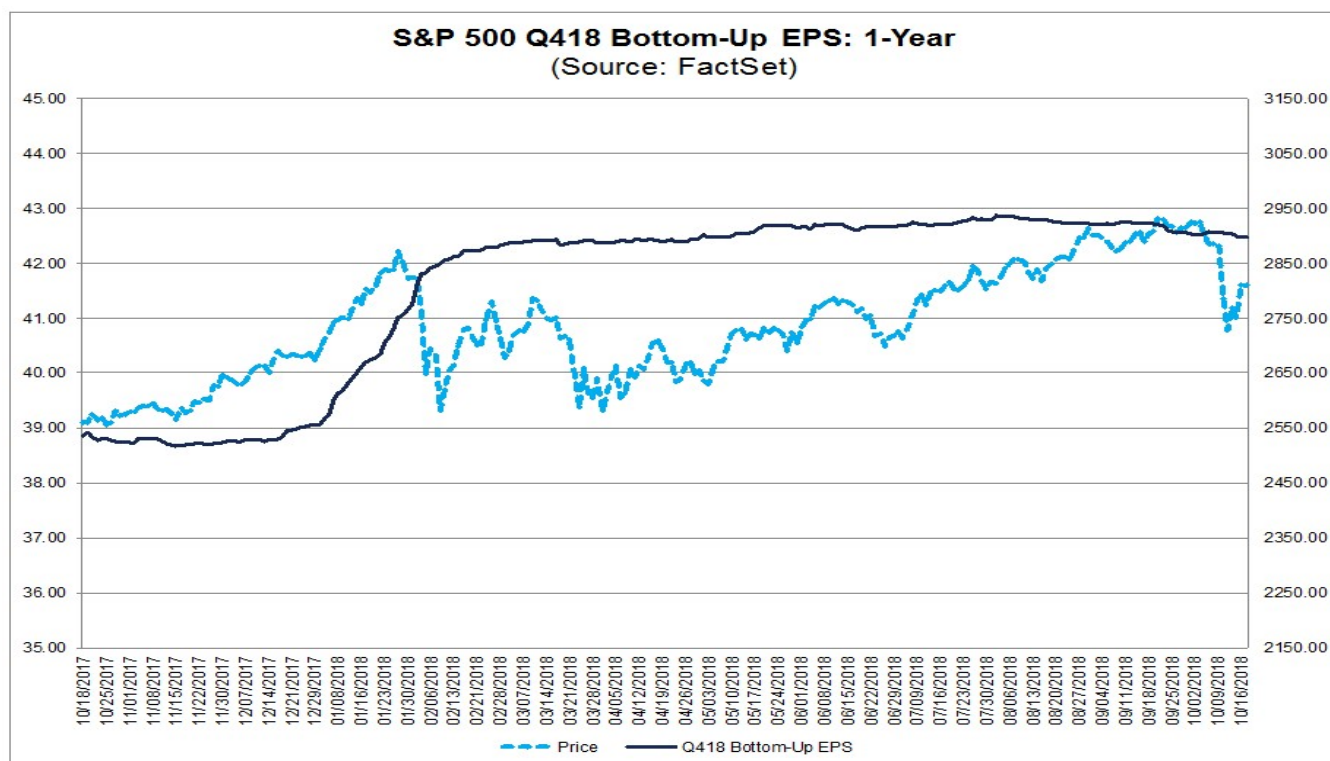
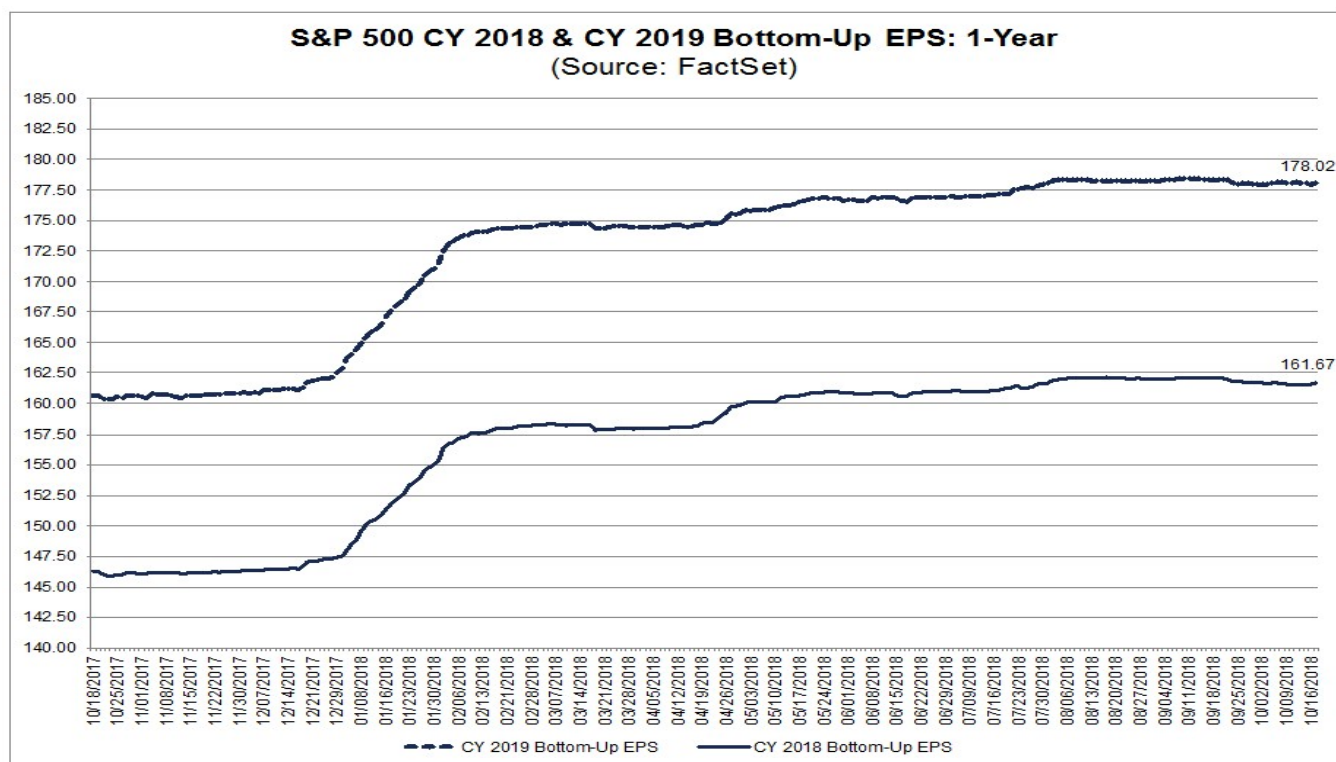
**S&P 500: Aggregate Geographic Revenue Exposure (%)**  
(Source: FactSet)



**S&P 500: Aggregate Sector Geographic Revenue Exposure (%)**  
(Source: FactSet)

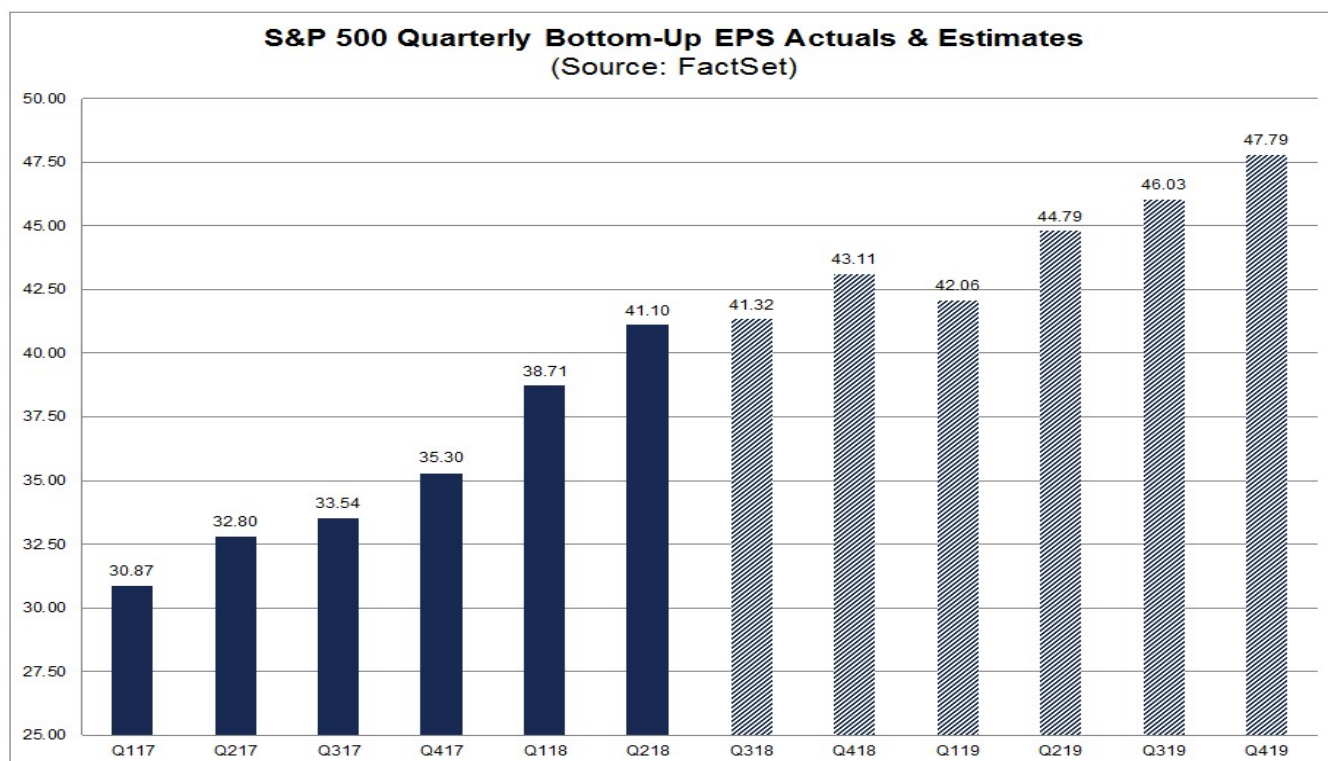
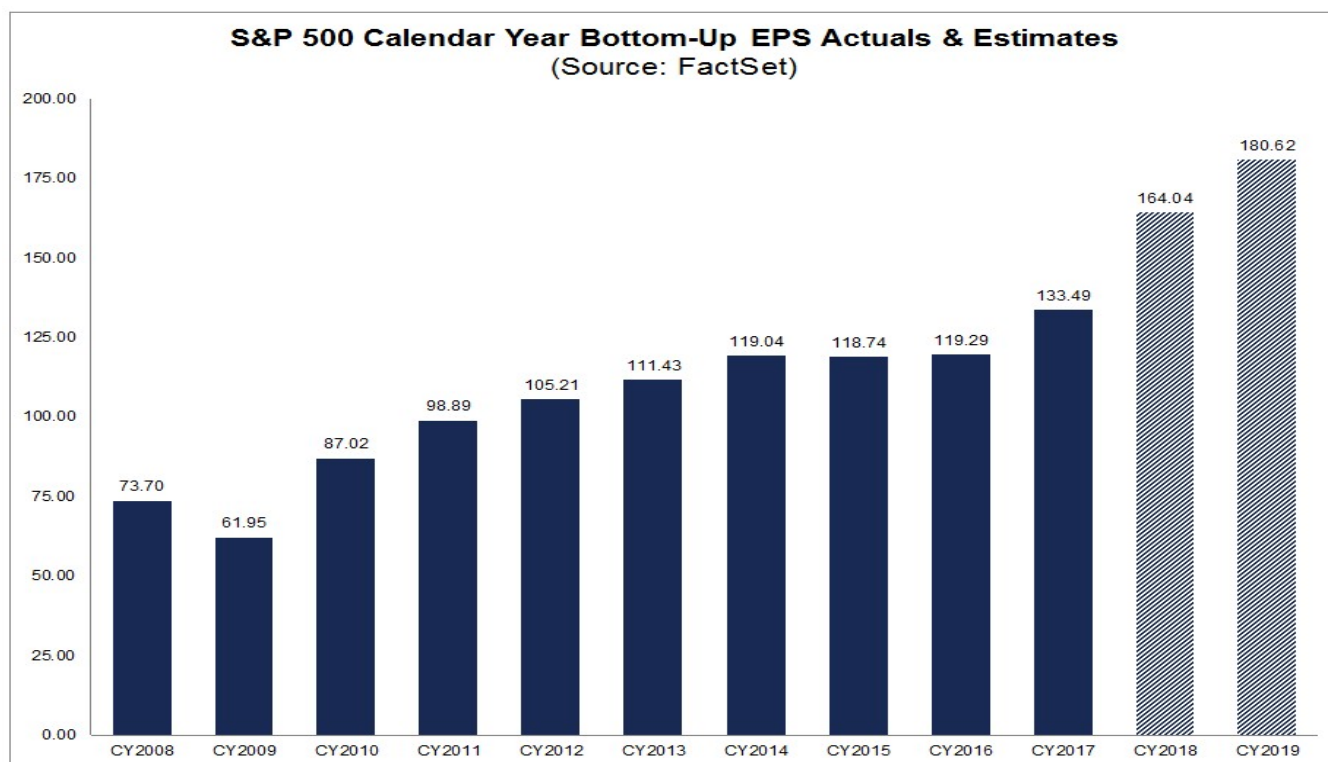


## Bottom-up EPS Estimates: Revisions

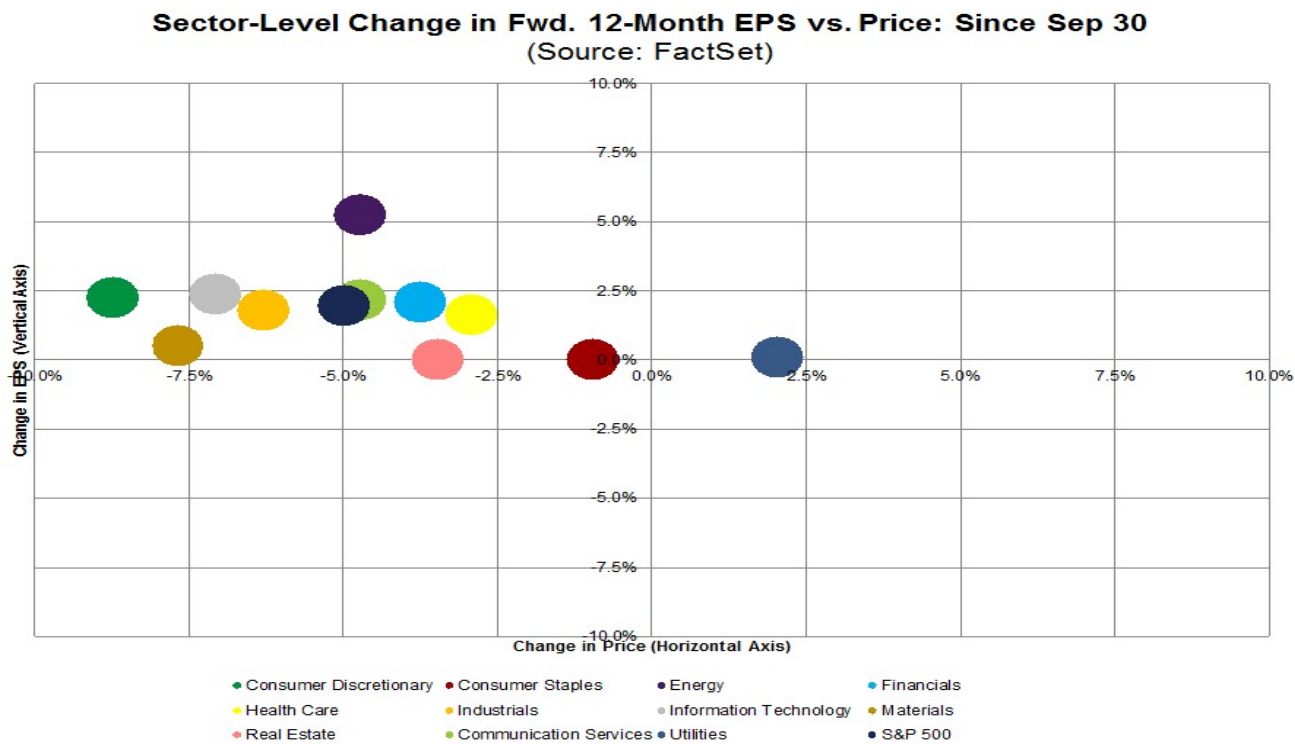
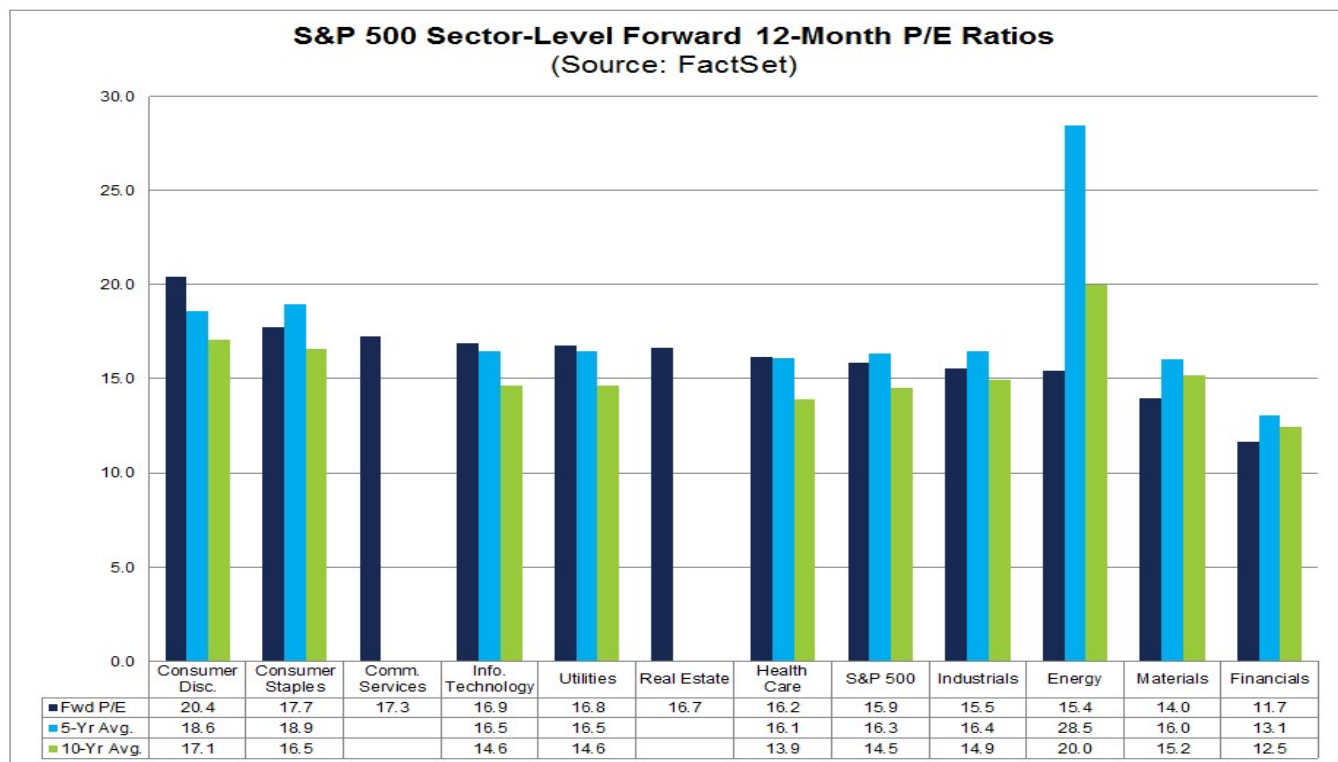




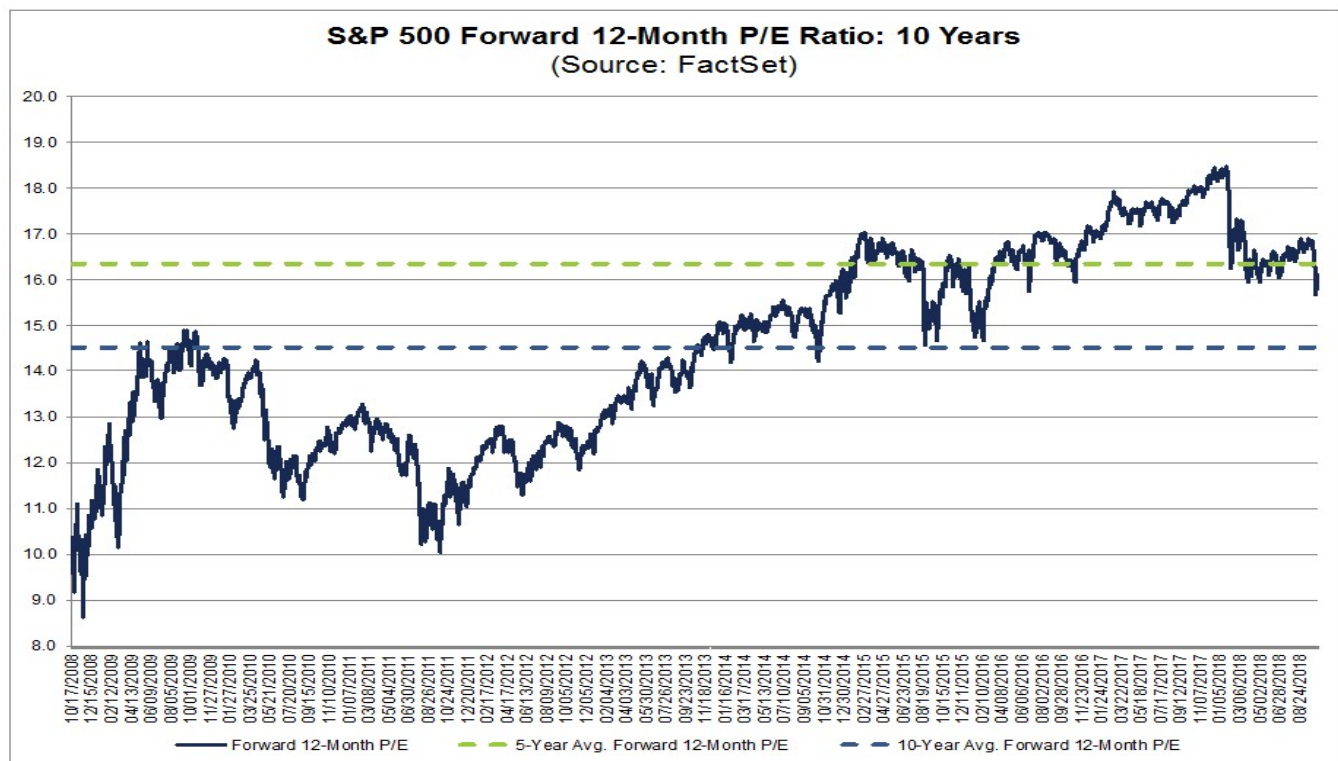
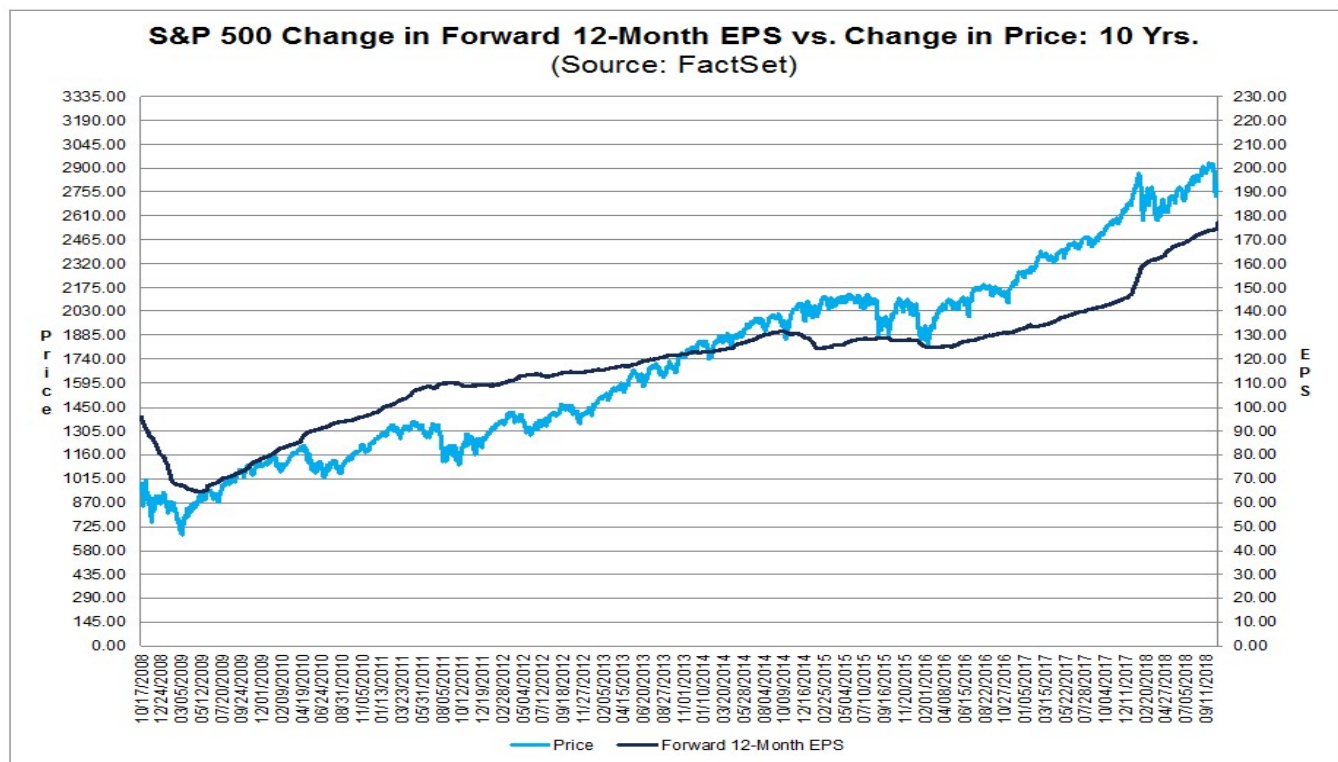
## Bottom-up EPS Estimates: Current & Historical



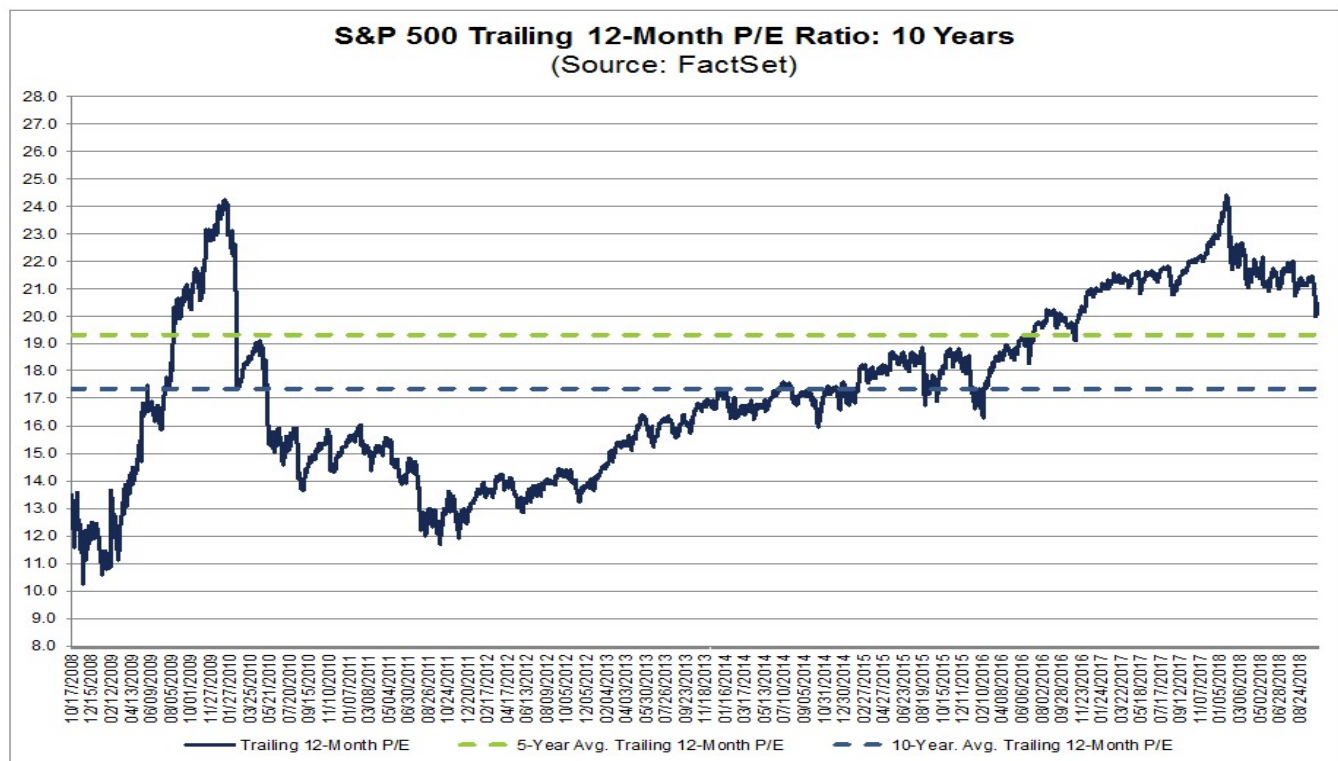
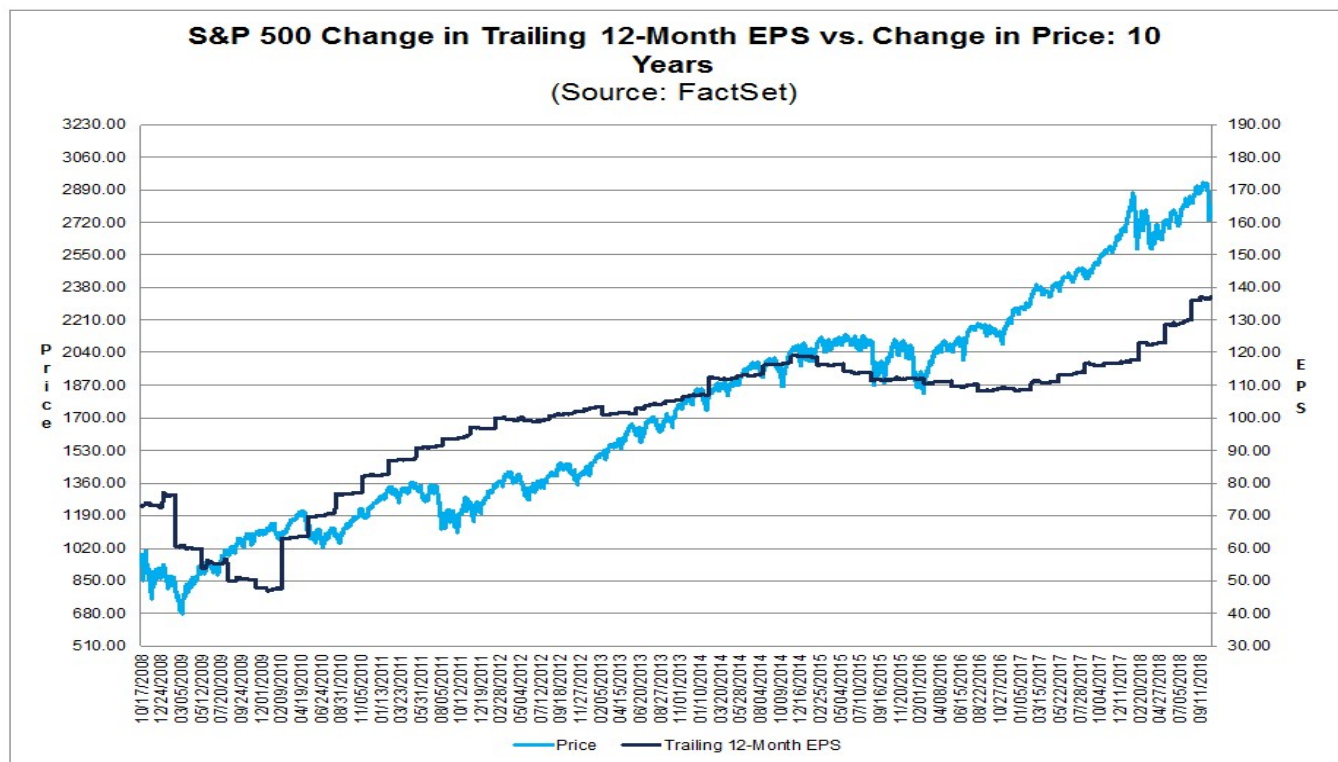
# Forward 12M P/E Ratio: Sector Level



# Forward 12M P/E Ratio: Long-Term Averages



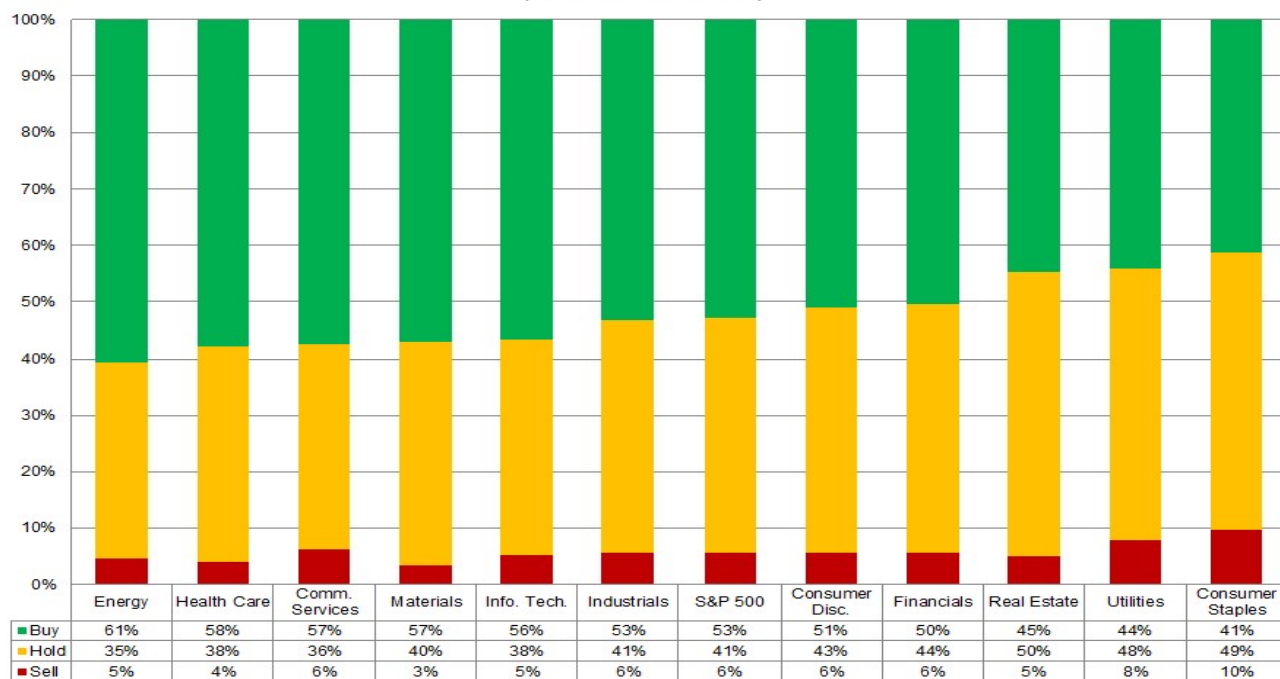
# Trailing 12M P/E Ratio: Long-Term Averages



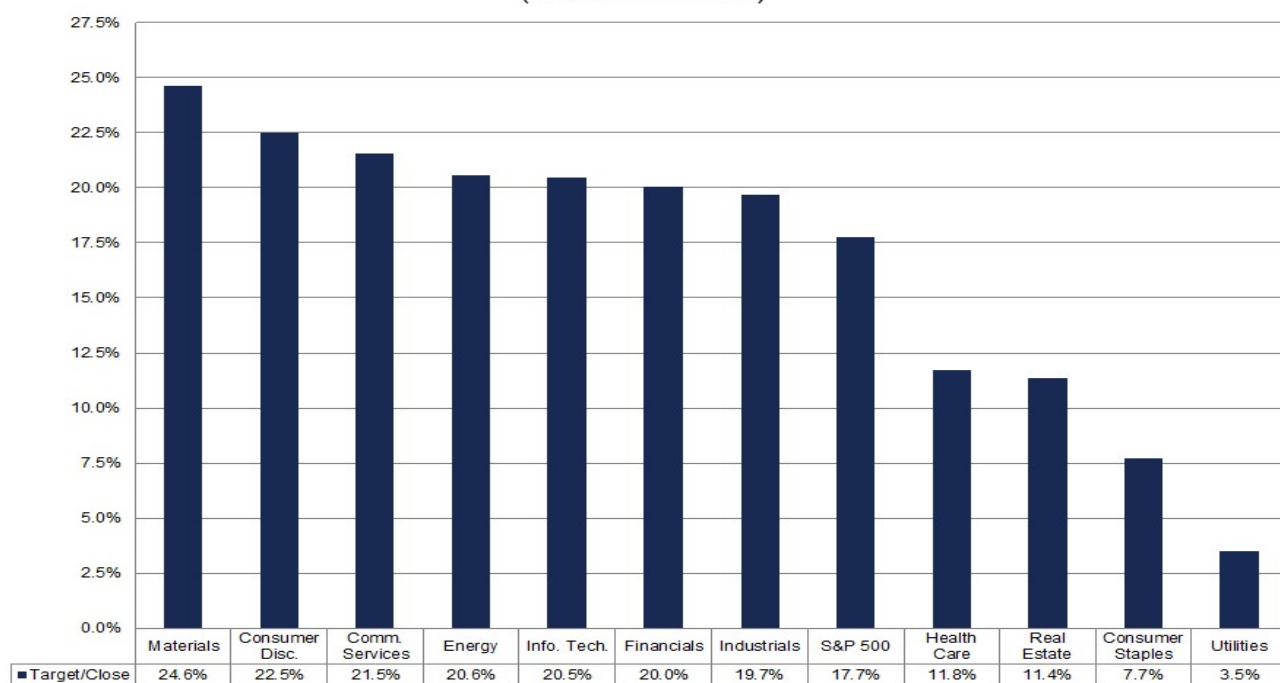


## Targets &amp; Ratings

**S&P 500: Percentage of Buy, Hold, and Sell Ratings**  
(Source: FactSet)



**S&P 500 Sector-Level Bottom-Up Target Price vs. Closing Price**  
(Source: FactSet)



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