

# Quant Briefing: Revenues, Earnings, & Margins

Yardeni Research, Inc.

*August 15, 2017*

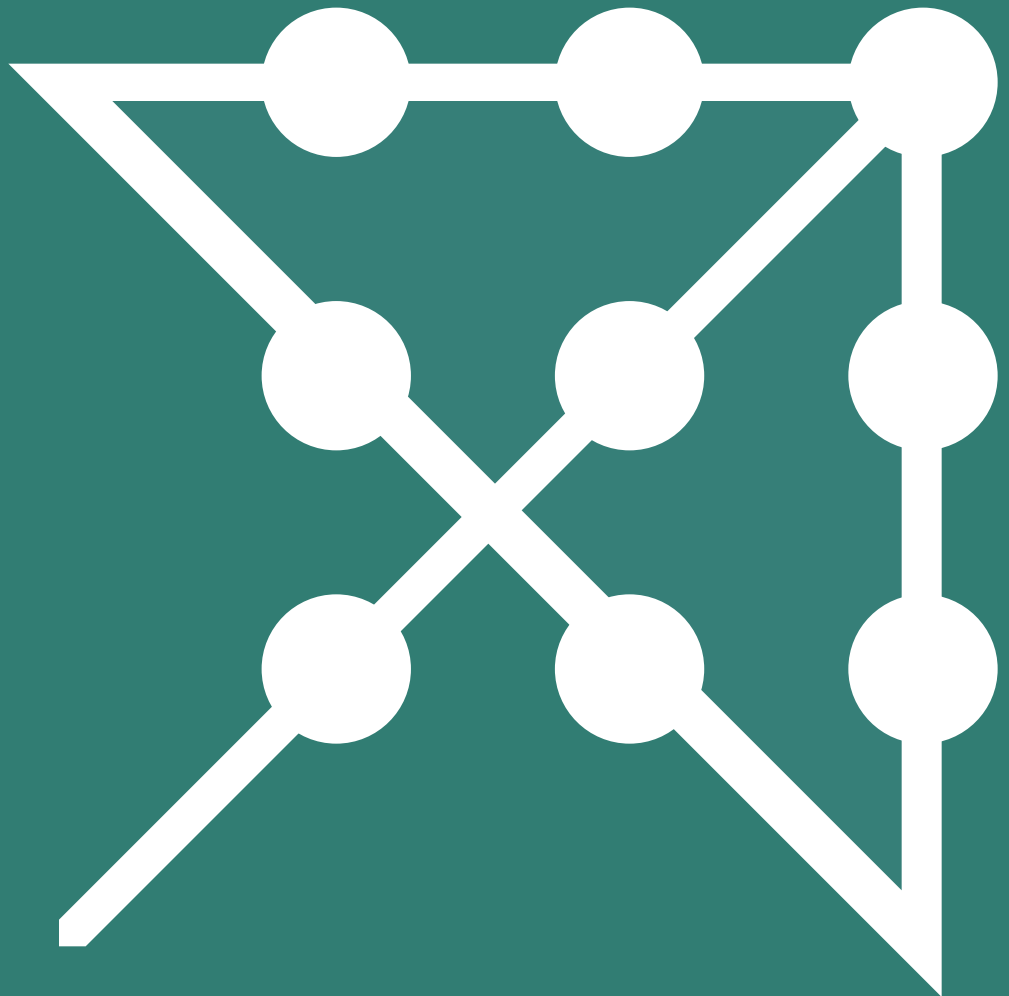
**Dr. Edward Yardeni**

516-972-7683  
eyardeni@yardeni.com

**Joe Abbott**

732-497-5306  
jabbott@yardeni.com

Please visit our sites at  
[www.yardeni.com](http://www.yardeni.com)  
[blog.yardeni.com](http://blog.yardeni.com)



*thinking outside the box*

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# S&P 500 Sectors' Revenues, Earnings, & Margins

Figure A: S&P 500 Projected Sales, Earnings, & Profit Margin (as of August 10, 2017)

	Y/Y Sales Growth (%)					1-month % change in Sales Forecast			
	2016A	2017E	2018E	2019E	12-Month	2017E	2018E	2019E	FW
S&P 500	1.7	5.5	4.9	4.9	5.3	-0.2	0.1	0.1	0.0
Consumer Discretionary	6.7	4.3	4.7	5.6	4.6	-0.4	-0.1	0.3	-0.2
Consumer Staples	1.7	2.7	3.4	3.8	3.2	0.0	0.1	0.1	0.1
Energy	-17.2	19.2	7.4	6.7	10.9	-2.9	-0.8	-2.3	-1.4
Financials	2.9	3.5	3.6	4.7	3.8	-0.1	-0.2	0.4	-0.2
Health Care	8.3	4.9	5.1	5.4	5.1	0.1	0.0	0.0	-0.1
Industrials	1.5	3.2	4.5	4.3	4.5	0.5	0.3	0.6	0.4
Information Technology	2.0	8.4	8.1	5.9	9.0	0.5	1.0	1.1	0.9
Materials	-3.1	7.0	5.2	2.9	5.9	0.3	0.9	0.9	0.8
Real Estate	6.6	5.6	4.8	5.1	5.1	-0.4	-0.7	-0.7	-0.6
Telecommunication Services	3.6	-1.6	0.6	0.3	-0.1	0.6	0.8	0.9	0.7
Utilities	-0.4	4.6	3.2	2.2	3.7	-0.2	-0.1	-0.3	-0.1
S&P 500 ex-Energy	3.7	4.5	4.7	4.6	4.8	0.1	0.2	0.4	0.2
S&P 500 ex-Financials	1.5	5.8	5.1	4.9	5.5	-0.2	0.1	0.1	0.0

	Y/Y Earnings Growth (%)					1-month % change in EPS Forecast			
	2016A	2017E	2018E	2019E	12-Month	2017E	2018E	2019E	FW
S&P 500	1.7	10.7	11.1	10.0	10.9	0.2	-0.3	-0.5	-0.2
Consumer Discretionary	12.4	6.3	10.8	11.6	9.3	0.0	-1.3	-1.5	-0.9
Consumer Staples	4.1	5.1	8.0	8.1	7.1	-0.7	-0.4	-0.5	-0.4
Energy	-79.9	311.2	44.9	25.5	74.3	-9.4	-7.3	-8.6	-7.9
Financials	0.9	12.7	11.3	10.0	11.9	0.7	-0.3	-0.3	0.0
Health Care	8.8	6.6	8.4	9.5	7.7	1.0	0.5	0.3	0.6
Industrials	2.0	7.1	11.0	10.4	10.2	0.5	-0.2	-0.1	0.0
Information Technology	5.9	13.4	11.9	9.2	11.4	0.6	0.7	0.5	0.5
Materials	-3.1	11.4	14.0	7.6	13.8	-0.6	0.1	0.6	-0.1
Real Estate	22.0	-22.4	-1.1	10.6	-9.5	9.4	-0.7	0.8	2.5
Telecommunication Services	1.4	-0.2	1.9	1.5	1.2	1.3	1.3	1.8	1.3
Utilities	5.9	0.9	5.8	5.4	4.2	0.6	0.4	0.4	0.5
S&P 500 ex-Energy	5.4	8.2	10.0	9.3	9.3	0.6	0.0	-0.1	0.2
S&P 500 ex-Financials	1.9	10.3	11.1	10.0	10.6	0.1	-0.3	-0.5	-0.2

	Operating Profit Margin (%)				
	2016A	2017E	2018E	2019E	12-Month
S&P 500	10.1	10.6	11.2	11.8	11.1
Consumer Discretionary	7.2	7.4	7.8	8.3	7.7
Consumer Staples	6.4	6.5	6.8	7.1	6.7
Energy	1.1	3.9	5.2	6.2	4.8
Financials	14.3	15.6	16.8	17.7	16.4
Health Care	10.3	10.5	10.8	11.2	10.7
Industrials	8.9	9.2	9.8	10.4	9.6
Information Technology	19.2	20.1	20.8	21.4	20.6
Materials	9.4	9.7	10.6	11.0	10.3
Real Estate	25.3	18.6	17.6	18.5	17.9
Telecommunication Services	11.2	11.4	11.5	11.6	11.5
Utilities	11.4	11.0	11.3	11.7	11.2
S&P 500 ex-Energy	10.9	11.3	11.8	12.4	11.7
S&P 500 ex-Financials	9.5	9.9	10.4	11.0	10.3

Source: Thomson Reuters I/B/E/S.

# S&P 500 Sectors' Contribution to S&P 500

Figure B: S&P 500 Sectors % Contribution to Sales & Earnings (as of August 10, 2017)

	% of S&P 500 Sales				
	2016A	2017E	2018E	2019E	12-Month
S&P 500	100.0	100.0	100.0	100.0	100.0
Consumer Discretionary	16.2	16.0	15.9	16.1	15.9
Consumer Staples	13.2	12.8	12.6	12.5	12.7
Energy	7.7	8.7	8.9	9.1	8.8
Financials	12.8	12.7	12.5	12.4	12.5
Health Care	16.3	16.2	16.2	16.3	16.2
Industrials	12.2	11.9	11.9	11.8	11.9
Information Technology	11.4	11.7	12.1	12.2	12.0
Materials	3.0	3.1	3.1	3.0	3.1
Real Estate	5.3	5.4	5.4	5.4	5.4
Telecommunication Services	3.2	3.0	2.8	2.7	2.9
Utilities	3.2	3.2	3.1	3.0	3.1

	% of S&P 500 Earnings				
	2016A	2017E	2018E	2019E	12-Month
S&P 500	100.0	100.0	100.0	100.0	100.0
Consumer Discretionary	11.6	11.1	11.1	11.3	11.1
Consumer Staples	8.3	7.9	7.7	7.5	7.7
Energy	0.8	3.2	4.2	4.7	3.8
Financials	18.2	18.6	18.6	18.6	18.6
Health Care	16.6	16.0	15.6	15.5	15.6
Industrials	10.7	10.3	10.3	10.4	10.3
Information Technology	21.6	22.1	22.3	22.1	22.4
Materials	2.8	2.8	2.9	2.8	2.9
Real Estate	18.6	13.6	12.1	12.0	12.5
Telecommunication Services	3.5	3.2	2.9	2.7	3.0
Utilities	3.6	3.3	3.1	3.0	3.2

Source: Thomson Reuters I/B/E/S.

Figure C: S&P 500 Sectors \$ Contribution to Sales & Earnings (as of August 10, 2017)

	\$ Contribution to S&P 500 Sales				
	2016A	2017E	2018E	2019E	12-Month
S&P 500	1154.76	1218.17	1278.30	1339.83	1261.50
Consumer Discretionary	186.79	194.66	203.78	215.37	200.81
Consumer Staples	151.97	155.89	161.16	167.37	160.18
Energy	89.06	106.05	113.95	121.60	111.32
Financials	148.32	154.34	159.92	166.24	158.08
Health Care	188.42	197.42	207.58	218.88	204.68
Industrials	140.69	145.07	151.65	158.21	149.57
Information Technology	131.19	142.46	154.06	163.16	151.88
Materials	34.95	37.36	39.32	40.49	38.74
Real Estate	9.94	10.49	10.99	11.56	10.82
Telecommunication Services	36.69	36.07	36.29	36.43	36.22
Utilities	36.73	38.38	39.61	40.52	39.20

	\$ Contribution to S&P 500 Earnings				
	2016A	2017E	2018E	2019E	12-Month
S&P 500	116.74	129.30	143.66	158.04	139.40
Consumer Discretionary	13.54	14.39	15.94	17.80	15.45
Consumer Staples	9.70	10.18	10.99	11.89	10.80
Energy	0.98	4.13	5.98	7.50	5.36
Financials	21.28	24.07	26.79	29.41	25.88
Health Care	19.40	20.66	22.40	24.54	21.80
Industrials	12.49	13.37	14.84	16.39	14.36
Information Technology	25.24	28.59	31.99	34.94	31.26
Materials	3.27	3.64	4.15	4.47	4.00
Real Estate	2.52	1.95	1.93	2.14	1.94
Telecommunication Services	4.11	4.10	4.18	4.24	4.15
Utilities	4.20	4.23	4.48	4.72	4.40

Source: Thomson Reuters I/B/E/S.

# S&P 500 Sectors' & Industries Annual Revenue Growth

Figure D: Consensus Expected Revenue Growth (pct. change, as of August 10, 2017)

Sector/Industry Group	2016A	2017E	2018E	2019E	Forward	Sector/Industry Group	2016A	2017E	2018E	2019E	Forward
<b>S&amp;P 500</b>	1.7	5.5	4.9	4.9	5.3	<b>Consumer Staples</b>	1.7	2.7	3.4	3.8	3.2
<b>Consumer Discretionary</b>	6.7	4.3	4.7	5.6	4.6	Agricultural Products	-7.9	1.8	2.5	0.3	2.2
Advertising	2.3	-0.2	3.6	3.8	2.3	Brewers	207.9	1.4	1.8	0.5	1.6
Apparel & Accessories	0.7	0.1	6.3	4.9	4.5	Distillers & Vintners	-0.5	4.1	6.5	5.4	5.3
Apparel Retail	5.4	4.9	4.2	6.1	4.5	Drug Retail	15.0	2.6	5.1	5.5	4.9
Auto Parts & Equipment	10.9	2.6	5.1	6.4	4.3	Food Distributors	3.5	9.8	3.2	3.5	3.3
Automobile Manufacturers	4.9	-5.4	-2.3	1.7	-3.4	Food Retail	4.7	5.1	2.0	4.0	3.4
Automotive Retail	3.8	3.7	4.7	5.5	4.5	Household Products	-10.0	0.5	3.2	3.2	3.0
Broadcasting	4.3	-1.5	5.1	5.0	2.9	Hypermarkets & Super Centers	1.2	3.9	3.5	3.8	3.4
Cable & Satellite	21.9	11.8	5.1	3.9	7.2	Packaged Foods	-8.7	0.0	2.7	2.3	1.9
Casinos & Gaming	4.8	21.0	9.3	7.1	12.7	Personal Products	3.4	18.2	9.5	4.6	8.6
Computer & Electronics Retail	-0.3	2.7	-1.2	0.7	0.4	Soft Drinks	-1.8	-4.3	-0.6	3.1	-1.9
Consumer Electronics	7.0	0.6	0.7	2.1	0.6	Tobacco	0.8	4.9	6.3	5.4	5.8
Department Stores	-2.9	-1.6	-1.3	-0.3	-1.4	<b>Energy</b>	-17.2	19.2	7.4	6.7	10.9
Distributors	6.5	6.3	4.1	2.5	4.8	Integrated Oil & Gas	-16.4	15.5	8.4	2.7	10.6
Footwear	6.1	4.9	7.7	8.4	5.6	Oil & Gas Drilling	-55.7	23.3	13.7	9.9	14.3
General Merchandise Stores	2.2	2.9	2.1	3.2	2.4	Oil & Gas Equipment & Services	-32.2	53.0	12.3	10.5	22.3
Home Furnishings	5.4	6.0	6.0	5.0	6.0	Oil & Gas Exploration & Production	-19.6	25.3	9.3	13.4	13.8
Home Improvement Retail	8.1	5.0	4.7	3.4	4.8	Oil & Gas Refining & Marketing	-13.9	14.5	3.7	9.1	7.0
Homebuilding	18.6	16.0	11.1	8.4	11.9	Oil & Gas Storage & Transportation	0.5	11.9	6.5	2.1	8.2
Hotels	7.2	8.1	5.3	5.6	6.2	<b>Financials</b>	2.9	3.5	3.6	4.7	3.8
Household Appliances	-0.8	4.3	3.7	5.2	3.9	Asset Management & Custody Banks	-2.3	4.8	5.3	4.7	5.2
Housewares & Specialties	124.2	12.7	1.1	3.9	4.6	Consumer Finance	3.7	5.5	5.6	5.8	5.6
Internet & Direct Marketing Retail	26.3	23.4	21.0	19.2	21.7	Diversified Banks	-0.1	3.2	4.2	4.7	3.9
Leisure Products	2.8	4.6	2.2	4.1	3.0	Financial Exchanges & Data	11.9	5.7	5.8	5.6	5.8
Motorcycle Manufacturers	-0.7	-6.9	2.6	6.4	-0.7	Insurance Brokers	12.9	-1.5	4.8	4.4	2.7
Movies & Entertainment	1.7	3.2	5.0	4.1	4.9	Investment Banking & Brokerage	-1.7	7.2	6.0	4.6	6.3
Publishing & Printing	-4.0	-1.8	-0.5	-1.0	-0.6	Life & Health Insurance	2.6	-1.2	2.3	3.8	2.6
Restaurants	-7.9	0.1	-0.8	4.7	0.2	Multi-Line Insurance	-4.5	-5.9	-0.2	0.7	-2.2
Specialty Stores	-4.0	0.0	2.2	4.6	1.3	Multi-Sector Holdings	5.3	7.5	1.4	4.5	3.3
Specialized Consumer Services	-0.1	0.8	1.2	0.9	0.9	Property & Casualty Insurance	15.9	6.9	4.4	7.8	5.2
Tires & Rubber	-7.8	0.8	4.0	3.4	2.9	Regional Banks	5.9	8.1	4.9	4.5	5.9
<b>Health Care</b>	8.3	4.9	5.1	5.4	5.1	Reinsurance	-2.9	6.9	8.9	6.3	8.3
Biotechnology	6.2	1.9	3.6	5.2	3.1	<b>Real Estate</b>	6.6	5.6	4.8	5.1	5.1
Health Care Distributors	8.8	4.9	4.7	4.9	4.8	Health Care REIT's	1.7	-2.6	3.2	6.1	1.3
Health Care Equipment	4.7	6.8	5.0	5.3	5.6	Hotel & Resort REIT's	0.8	-0.2	0.6	0.8	0.3
Health Care Facilities	5.3	5.1	5.3	5.5	5.2	Industrial REITs	8.8	0.1	3.3	2.9	2.2
Health Care Services	1.1	5.0	3.0	3.4	3.6	Office REITs	-0.4	-2.4	1.4	5.2	0.1
Health Care Supplies	27.5	10.8	8.6	7.2	9.2	Real Estate Services	20.4	6.9	6.0	5.5	6.3
Health Care Technology	8.4	8.5	8.3	8.7	8.4	Residential REITs	1.8	7.4	3.9	4.5	5.0
Life Sciences Tools & Services	5.8	7.7	5.6	5.4	6.3	Retail REITs	1.0	3.5	4.5	5.1	4.2
Managed Health Care	13.8	5.3	7.1	7.4	6.6	Specialized REITs	10.3	11.9	6.8	5.8	8.4
Pharmaceuticals	4.8	3.6	3.8	3.3	3.7	<b>Information Technology</b>	2.0	8.4	8.1	5.9	9.0
<b>Industrials</b>	1.5	3.2	4.5	4.3	4.5	Application Software	13.1	12.3	14.9	14.9	13.8
Aerospace & Defense	-2.3	2.4	4.2	5.0	3.6	Communications Equipment	4.5	-3.3	1.4	2.7	1.6
Agricultural & Farm Machinery	-9.3	8.9	5.8	6.7	6.2	Data Processing & Outsourced Services	12.0	10.1	8.7	8.8	10.0
Air Freight & Couriers	8.7	6.1	5.1	4.7	5.5	Electronic Components	4.1	5.6	3.4	5.3	4.1
Airlines	-1.4	5.3	4.1	3.5	4.5	Electronic Equipment & Instruments	6.8	8.2	5.1	5.4	6.1
Building Products	109.5	-11.8	3.9	4.2	2.5	Electronic Manufacturing Services	0.0	5.6	3.8	2.9	4.0
Construction & Engineering	-0.4	0.6	3.2	4.5	3.5	Home Entertainment Software	24.9	3.7	8.3	6.9	6.4
Construction Machinery & Heavy Trucks	-14.6	10.6	5.5	3.3	7.1	Internet Software & Services	24.8	23.9	19.7	17.9	20.9
Diversified Support Services	8.5	18.9	5.4	1.7	15.1	IT Consulting & Other Services	1.4	14.0	2.8	2.9	9.4
Electrical Components & Equipment	-5.7	-6.6	5.6	3.2	4.5	Semiconductor Equipment	11.1	30.5	10.7	5.9	11.6
Environmental & Facilities Services	6.4	5.1	3.7	3.4	4.2	Semiconductors	6.9	13.0	5.1	3.9	6.0
Human Resource & Employment Services	3.1	-0.3	3.9	4.3	2.5	Systems Software	-0.1	5.7	7.1	6.9	7.5
Industrial Conglomerates	3.9	2.1	4.0	3.7	3.4	Technology Hardware, Storage & Peripherals	-8.6	0.6	8.1	0.9	7.0
Industrial Machinery	-3.7	6.2	5.7	4.2	6.0	<b>Materials</b>	-3.1	7.0	5.2	2.9	5.9
Railroads	-7.1	5.5	4.2	4.7	4.7	Commodity Chemicals	-10.9	12.2	-0.6	4.6	3.3
Research & Consulting Services	5.2	9.4	5.0	5.3	6.1	Construction Materials	7.2	9.1	11.4	8.3	10.7
Trading Companies & Distributors	1.0	6.5	6.0	4.0	6.1	Copper	-6.6	-0.2	8.0	-9.3	5.2
Trucking	5.9	7.7	9.3	8.3	8.8	Diversified Chemicals	-1.9	8.5	4.4	4.0	5.7
<b>Telecommunications Services</b>	3.6	-1.6	0.6	0.3	-0.1	Fertilizers & Agricultural Chemicals	-12.2	1.8	10.8	4.5	7.3
Alternative Carriers	-0.7	1.0	2.7	3.3	2.1	Gold	-13.2	8.0	0.5	0.8	2.9
Integrated Telecommunication Services	3.7	-1.7	0.6	0.3	-0.2	Industrial Gasses	-3.0	-4.2	5.2	4.4	4.4
<b>Utilities</b>	-0.4	4.6	3.2	2.2	3.7	Metal & Glass Containers	14.0	18.9	3.5	3.6	8.0
Electric Utilities	1.4	3.7	2.7	2.0	3.0	Paper Packaging	2.7	2.7	4.9	1.8	4.4
Independent Power Producers & Energy Traders	-12.5	5.1	1.4	1.4	2.6	Specialty Chemicals	-3.1	8.4	8.0	3.9	8.1
Multi-Utilities	-0.3	6.3	4.7	2.9	5.2	Steel	-1.4	23.4	1.9	0.2	8.1
Water Utilities	4.5	4.1	5.4	5.3	5.0						

na = not available.

Source: Thomson Reuters I/B/E/S.

# S&P 500 Sectors' & Industries Annual Earnings Growth

Figure E: Consensus Expected Earnings Growth (pct. change, as of August 10, 2017)

Sector/Industry Group	2016A	2017E	2018E	2019E	Forward	Sector/Industry Group	2016A	2017E	2018E	2019E	Forward
<b>S&amp;P 500</b>	1.7	10.7	11.1	10.0	10.9	<b>Consumer Staples</b>	4.1	5.1	8.0	8.1	7.1
<b>Consumer Discretionary</b>	12.4	6.3	10.8	11.6	9.3	Agricultural Products	-16.9	20.9	11.1	5.9	14.0
Advertising	9.9	5.8	8.4	9.0	7.6	Brewers	15.2	-0.5	11.9	8.1	7.7
Apparel & Accessories	-0.5	-0.8	9.7	9.6	5.6	Distillers & Vintners	17.6	18.3	9.8	11.3	13.7
Apparel Retail	3.3	5.1	7.6	9.5	6.6	Drug Retail	15.2	4.0	9.2	9.2	7.7
Auto Parts & Equipment	16.7	8.3	8.9	9.0	8.7	Food Distributors	14.1	17.6	11.2	7.6	10.5
Automobile Manufacturers	5.9	0.1	-6.3	-2.2	-4.2	Food Retail	1.5	-8.0	3.2	8.2	-0.4
Automotive Retail	8.8	6.8	10.2	12.1	9.2	Household Products	-4.6	5.7	6.7	6.8	6.3
Broadcasting	20.6	9.1	11.7	11.3	10.9	Hypermarkets & Super Centers	-4.1	2.9	7.0	7.9	5.7
Cable & Satellite	27.7	12.4	15.6	17.3	14.6	Packaged Foods	16.6	7.3	7.1	6.1	6.7
Casinos & Gaming	52.0	20.6	25.5	15.9	24.1	Personal Products	24.1	-18.1	14.4	16.6	14.8
Computer & Electronics Retail	28.1	9.4	5.8	6.6	7.2	Soft Drinks	1.6	3.2	6.6	8.1	5.5
Consumer Electronics	13.7	-1.1	1.4	4.0	0.6	Tobacco	4.4	7.7	10.8	9.8	9.8
Department Stores	-12.5	2.5	-8.8	-1.1	-4.2	<b>Energy</b>	-79.9	311.2	44.9	25.5	74.3
Distributors	9.9	3.7	10.4	4.7	8.2	Integrated Oil & Gas	-51.6	100.7	25.7	14.9	40.6
Footwear	16.2	-3.4	15.9	17.2	1.3	Oil & Gas Drilling	-135.9	+/	+/	neg	0.0
General Merchandise Stores	12.2	-3.6	4.6	5.6	1.1	Oil & Gas Equipment & Services	-100.2	+/	77.4	43.8	127.8
Home Furnishings	18.0	6.4	9.4	11.3	8.4	Oil & Gas Exploration & Production	neg	+/	431.5	80.8	+/
Home Improvement Retail	20.0	13.4	13.5	10.0	13.5	Oil & Gas Refining & Marketing	-63.1	23.3	37.6	12.0	33.4
Homebuilding	16.2	13.8	19.9	6.4	18.2	Oil & Gas Storage & Transportation	-40.7	85.8	13.5	10.1	28.9
Hotels	17.7	10.2	15.8	14.7	14.3	<b>Financials</b>	0.9	12.7	11.3	10.0	11.9
Household Appliances	13.6	4.1	17.2	10.7	13.0	Asset Management & Custody Banks	1.4	14.9	9.9	9.1	11.3
Housewares & Specialties	32.6	7.9	12.7	14.0	11.2	Consumer Finance	3.4	2.7	13.1	12.1	9.7
Internet & Direct Marketing Retail	46.0	6.6	44.4	42.3	32.4	Diversified Banks	-0.1	10.2	12.5	11.6	11.8
Leisure Products	4.6	-2.4	11.7	11.6	6.9	Financial Exchanges & Data	13.5	11.8	11.0	10.1	11.2
Motorcycle Manufacturers	3.8	-11.4	11.6	5.6	3.3	Insurance Brokers	26.0	5.6	15.9	11.7	12.6
Movies & Entertainment	4.8	6.9	9.0	8.5	9.1	Investment Banking & Brokerage	11.0	16.9	12.7	11.8	13.8
Publishing & Printing	-14.9	-10.0	34.4	10.9	29.4	Life & Health Insurance	-1.0	8.8	5.1	6.9	8.0
Restaurants	5.8	14.8	10.3	11.6	12.1	Multi-Line Insurance	-39.6	190.4	3.6	8.7	31.0
Specialty Stores	7.6	2.5	7.8	8.2	5.8	Multi-Sector Holdings	-0.3	3.1	14.3	6.7	10.6
Specialized Consumer Services	23.3	1.4	5.0	3.6	2.6	Property & Casualty Insurance	-5.9	11.0	8.2	6.2	9.1
Tires & Rubber	20.5	-22.2	40.1	17.0	15.7	Regional Banks	5.1	15.7	13.2	8.3	14.0
<b>Health Care</b>	8.8	6.6	8.4	9.5	7.7	Reinsurance	-5.7	-9.0	-4.8	3.8	-6.3
Biotechnology	6.2	-0.3	6.8	10.5	4.4	<b>Real Estate</b>	22.0	-22.4	-1.1	10.6	-9.5
Health Care Distributors	7.9	-0.2	2.8	9.6	0.1	Health Care REIT's	219.7	-9.0	-20.0	4.6	-16.1
Health Care Equipment	7.9	9.5	10.2	10.8	9.7	Hotel & Resort REIT's	37.8	-22.5	-14.6	-1.3	-17.7
Health Care Facilities	18.8	4.6	9.2	9.7	7.7	Industrial REITs	1.2	37.3	-57.8	19.4	-32.4
Health Care Services	12.5	5.5	9.2	9.9	8.0	Office REITs	-16.3	-31.1	27.8	12.3	3.0
Health Care Supplies	12.2	9.8	13.4	11.8	12.1	Real Estate Services	12.2	11.9	4.2	1.6	6.6
Health Care Technology	9.0	8.7	11.0	11.4	10.3	Residential REITs	129.4	-71.0	-4.9	7.2	-46.7
Life Sciences Tools & Services	10.6	11.7	11.6	10.9	11.7	Retail REITs	-9.5	-17.9	8.1	9.8	-1.7
Managed Health Care	15.0	18.5	9.7	11.9	12.3	Specialized REITs	-22.4	21.9	22.0	14.6	22.0
Pharmaceuticals	8.4	7.1	8.3	7.4	7.9	<b>Information Technology</b>	5.9	13.4	11.9	9.2	11.4
<b>Industrials</b>	2.0	7.1	11.0	10.4	10.2	Application Software	23.0	18.1	25.8	24.0	22.4
Aerospace & Defense	4.6	8.5	9.4	13.1	9.2	Communications Equipment	8.5	1.8	3.6	5.0	3.8
Agricultural & Farm Machinery	-16.6	32.5	12.5	19.1	15.1	Data Processing & Outsourced Services	10.9	16.3	14.3	13.7	14.5
Air Freight & Couriers	8.1	5.6	10.5	11.2	8.3	Electronic Components	11.2	11.6	7.6	8.3	8.8
Airlines	-12.9	-2.8	14.9	6.9	8.9	Electronic Equipment & Instruments	-3.8	22.5	10.0	8.1	13.6
Building Products	52.9	-19.3	13.1	12.3	10.4	Electronic Manufacturing Services	13.3	16.2	5.4	4.9	6.2
Construction & Engineering	-18.3	-4.0	27.7	11.6	18.0	Home Entertainment Software	45.3	1.3	19.3	13.1	12.0
Construction Machinery & Heavy Trucks	-18.6	29.6	17.3	15.0	20.7	Internet Software & Services	29.6	1.5	25.5	18.8	17.6
Diversified Support Services	2.0	25.4	12.6	9.4	21.7	IT Consulting & Other Services	-2.2	9.5	6.4	7.1	8.2
Electrical Components & Equipment	-3.1	2.2	10.4	8.5	9.7	Semiconductor Equipment	42.1	61.5	12.7	8.3	15.7
Environmental & Facilities Services	8.8	7.7	9.2	8.0	8.8	Semiconductors	6.4	30.3	5.3	4.8	8.0
Human Resource & Employment Services	-0.7	-1.9	9.6	4.8	5.7	Systems Software	10.9	16.1	0.7	10.7	2.6
Industrial Conglomerates	10.7	7.5	8.1	7.3	7.9	Technology Hardware, Storage & Peripherals	-10.6	9.0	17.8	4.0	16.5
Industrial Machinery	0.3	13.7	11.4	10.2	11.6	<b>Materials</b>	-3.1	11.4	14.0	7.6	13.8
Railroads	-4.4	16.7	13.1	12.4	14.2	Commodity Chemicals	-10.5	6.8	-9.2	0.1	-4.1
Research & Consulting Services	5.7	6.4	11.0	10.9	9.6	Construction Materials	38.9	19.9	36.2	21.6	31.4
Trading Companies & Distributors	1.2	5.3	7.8	7.1	7.0	Copper	0.0	276.3	51.9	-26.2	78.2
Trucking	1.9	3.9	14.2	13.0	10.9	Diversified Chemicals	9.6	12.5	7.5	5.8	9.1
<b>Telecommunications Services</b>	1.4	-0.2	1.9	1.5	1.2	Fertilizers & Agricultural Chemicals	-42.1	-6.5	36.9	17.8	22.2
Alternative Carriers	135.8	-25.8	21.8	21.1	2.7	Gold	19.4	14.4	-6.5	14.7	-0.2
Integrated Telecommunication Services	0.5	0.3	1.7	1.2	1.2	Industrial Gases	3.9	-6.7	9.9	8.2	7.8
<b>Utilities</b>	5.9	0.9	5.8	5.4	4.2	Metal & Glass Containers	0.3	16.5	20.3	18.6	19.2
Electric Utilities	6.2	0.0	3.5	4.5	2.4	Paper Packaging	-9.9	2.3	24.4	10.5	18.9
Independent Power Producers & Energy Traders	14.0	10.9	55.7	12.0	41.8	Specialty Chemicals	2.7	11.2	13.6	10.8	12.9
Multi-Utilities	4.7	2.0	6.5	6.6	5.0	Steel	27.7	84.9	12.4	5.7	27.9
Water Utilities	7.6	5.8	9.2	7.1	8.1						

+/- = a loss is expected, -/+ = forecasted loss is larger, neg = forecasted loss is smaller, -/+ = forecasted earnings are now positive, na = not available.  
Source: Thomson Reuters I/B/E/S.

# S&P 500 Sectors' & Industries Annual Profit Margin

Figure F: Consensus Expected Profit Margin (percent, as of August 10, 2017)

Sector/Industry Group	2016A	2017E	2018E	2019E	Forward
<b>S&amp;P 500</b>	10.1	10.6	11.2	11.8	11.1
<b>Consumer Discretionary</b>	7.2	7.4	7.8	8.3	7.7
Advertising	7.1	7.5	7.9	8.3	7.8
Apparel & Accessories	8.9	8.8	9.1	9.5	9.0
Apparel Retail	7.3	7.4	7.6	7.8	7.5
Auto Parts & Equipment	9.3	9.8	10.1	10.4	10.0
Automobile Manufacturers	5.2	5.5	5.3	5.1	5.4
Automotive Retail	7.3	7.5	7.9	8.4	7.8
Broadcasting	11.4	12.6	13.4	14.2	13.1
Cable & Satellite	8.3	8.3	9.2	10.4	8.9
Casinos & Gaming	7.2	7.2	8.2	8.9	7.9
Computer & Electronics Retail	2.8	2.9	3.1	3.3	3.1
Consumer Electronics	17.6	17.3	17.5	17.8	17.4
Department Stores	3.5	3.7	3.4	3.4	3.5
Distributors	5.1	5.0	5.3	5.4	5.2
Footwear	9.7	8.9	9.6	10.4	9.1
General Merchandise Stores	4.3	4.1	4.2	4.3	4.1
Home Furnishings	9.9	10.0	10.3	10.9	10.2
Home Improvement Retail	7.0	7.5	8.2	8.7	7.9
Homebuilding	7.1	7.0	7.5	7.4	7.4
Hotels	10.0	10.2	11.2	12.2	10.9
Household Appliances	5.0	5.0	5.7	6.0	5.5
Housewares & Specialties	10.5	10.1	11.2	12.3	10.9
Internet & Direct Marketing Retail	4.3	3.7	4.4	5.3	4.2
Leisure Products	8.7	8.1	8.8	9.5	8.6
Motorcycle Manufacturers	12.7	12.1	13.2	13.1	12.8
Movies & Entertainment	14.3	14.8	15.3	16.0	15.3
Publishing & Printing	1.8	1.7	2.3	2.6	2.3
Restaurants	13.9	15.9	17.7	18.9	17.1
Specialty Stores	5.8	6.0	6.3	6.5	6.2
Specialized Consumer Services	13.4	13.4	14.0	14.3	13.6
Tires & Rubber	6.6	5.1	6.9	7.8	6.3
<b>Health Care</b>	10.3	10.5	10.8	11.2	10.7
Biotechnology	38.4	37.5	38.7	40.6	38.3
Health Care Distributors	1.3	1.3	1.3	1.3	1.2
Health Care Equipment	18.2	18.6	19.5	20.6	19.2
Health Care Facilities	6.2	6.2	6.4	6.7	6.4
Health Care Services	4.9	4.9	5.2	5.5	5.1
Health Care Supplies	18.3	18.2	19.0	19.8	18.8
Health Care Technology	15.8	15.9	16.3	16.7	16.1
Life Sciences Tools & Services	17.6	18.2	19.2	20.3	18.9
Managed Health Care	3.8	4.2	4.3	4.5	4.3
Pharmaceuticals	25.1	25.9	27.0	28.1	26.7
<b>Industrials</b>	8.9	9.2	9.8	10.4	9.6
Aerospace & Defense	7.3	7.8	8.2	8.8	8.0
Agricultural & Farm Machinery	6.6	8.0	8.5	9.5	8.4
Air Freight & Couriers	5.8	5.8	6.1	6.5	5.9
Airlines	8.8	8.2	9.0	9.3	8.7
Building Products	9.5	8.7	9.5	10.2	9.4
Construction & Engineering	2.4	2.3	2.9	3.1	2.7
Construction Machinery & Heavy Trucks	6.6	7.7	8.6	9.5	8.3
Diversified Support Services	8.3	8.7	9.3	10.0	8.9
Electrical Components & Equipment	10.3	11.2	11.8	12.4	11.6
Environmental & Facilities Services	9.3	9.5	10.0	10.4	9.8
Human Resource & Employment Services	6.5	6.4	6.7	6.7	6.6
Industrial Conglomerates	12.0	12.6	13.1	13.5	12.9
Industrial Machinery	10.0	10.7	11.3	11.9	11.1
Railroads	18.2	20.1	21.8	23.5	21.3
Research & Consulting Services	19.7	19.2	20.3	21.4	20.0
Trading Companies & Distributors	9.7	9.6	9.8	10.1	9.7
Trucking	6.3	6.0	6.3	6.6	6.2
<b>Telecommunications Services</b>	11.2	11.4	11.5	11.6	11.5
Alternative Carriers	8.4	6.2	7.4	8.6	7.0
Integrated Telecommunication Services	11.3	11.5	11.6	11.7	11.6
<b>Utilities</b>	11.4	11.0	11.3	11.7	11.2
Electric Utilities	12.2	11.7	11.8	12.1	11.8
Independent Power Producers & Energy Traders	3.1	3.2	5.0	5.5	4.4
Multi-Utilities	12.1	11.6	11.8	12.2	11.7
Water Utilities	15.3	15.6	16.1	16.4	16.0

Sector/Industry Group	2016A	2017E	2018E	2019E	Forward
<b>Consumer Staples</b>	6.4	6.5	6.8	7.1	6.7
Agricultural Products	2.0	2.3	2.5	2.7	2.5
Brewers	8.3	8.1	8.9	9.6	8.7
Distillers & Vintners	14.9	17.0	17.5	18.5	17.2
Drug Retail	3.7	3.7	3.8	4.0	3.8
Food Distributors	2.2	2.4	2.6	2.7	2.6
Food Retail	1.9	1.6	1.6	1.7	1.6
Household Products	14.0	14.7	15.2	15.7	15.2
Hypermarkets & Super Centers	2.4	2.4	2.5	2.6	2.5
Packaged Foods	9.2	9.9	10.3	10.7	10.1
Personal Products	9.7	6.7	7.0	7.8	7.2
Soft Drinks	14.3	15.4	16.6	17.4	16.2
Tobacco	27.8	28.6	29.8	31.0	29.4
<b>Energy</b>	1.1	3.9	5.2	6.2	4.8
Integrated Oil & Gas	3.1	5.5	6.3	7.1	6.1
Oil & Gas Drilling	-8.4	-8.3	-2.8	0.9	-3.2
Oil & Gas Equipment & Services	0.0	4.1	6.5	8.5	5.8
Oil & Gas Exploration & Production	-9.9	1.0	4.8	7.6	3.6
Oil & Gas Refining & Marketing	2.0	2.1	2.8	2.9	2.6
Oil & Gas Storage & Transportation	5.2	8.6	9.1	9.8	9.0
<b>Financials</b>	14.3	15.6	16.8	17.7	16.4
Asset Management & Custody Banks	21.1	23.1	24.1	25.1	23.7
Consumer Finance	16.2	15.8	16.9	17.9	16.6
Diversified Banks	20.8	22.2	24.0	25.5	23.4
Financial Exchanges & Data	31.6	33.4	35.1	36.5	34.5
Insurance Brokers	13.2	13.1	15.6	16.7	15.1
Investment Banking & Brokerage	18.5	20.2	21.5	23.0	21.0
Life & Health Insurance	8.5	9.4	9.6	9.9	9.6
Multi-Line Insurance	2.9	8.9	9.3	10.0	9.2
Multi-Sector Holdings	7.5	7.2	8.1	8.5	7.8
Property & Casualty Insurance	9.2	9.6	9.9	9.8	9.8
Regional Banks	21.4	22.9	24.7	25.6	24.1
Reinsurance	18.2	15.5	13.6	13.2	14.2
<b>Real Estate</b>	25.3	18.6	17.6	18.5	17.9
Health Care REIT's	23.8	22.2	17.2	17.0	18.9
Hotel & Resort REIT's	13.9	10.8	9.2	9.0	9.7
Industrial REITs	50.0	68.5	28.0	32.5	41.2
Office REITs	19.1	13.5	17.0	18.1	15.8
Real Estate Services	5.9	6.2	6.1	5.9	6.2
Residential REITs	76.7	20.7	19.0	19.5	19.6
Retail REITs	37.3	29.6	30.6	32.0	30.3
Specialized REITs	14.0	15.3	17.4	18.9	16.7
<b>Information Technology</b>	19.2	20.1	20.8	21.4	20.6
Application Software	16.9	17.8	19.5	21.0	19.1
Communications Equipment	20.9	22.0	22.5	23.0	22.5
Data Processing & Outsourced Services	21.5	22.4	23.6	24.6	23.3
Electronic Components	14.1	14.9	15.5	16.0	15.3
Electronic Equipment & Instruments	12.4	14.0	14.7	15.1	14.5
Electronic Manufacturing Services	11.8	13.0	13.2	13.5	13.2
Home Entertainment Software	24.9	24.3	26.8	28.3	25.7
Internet Software & Services	27.0	22.1	23.2	23.4	22.9
IT Consulting & Other Services	13.7	13.2	13.6	14.2	13.4
Semiconductor Equipment	18.5	22.9	23.3	23.8	23.3
Semiconductors	22.4	25.8	25.9	26.1	25.9
Systems Software	24.5	26.9	25.3	26.2	25.2
Technology Hardware, Storage & Peripherals	15.0	16.2	17.7	18.2	17.6
<b>Materials</b>	9.4	9.7	10.6	11.0	10.3
Commodity Chemicals	12.8	12.2	11.1	10.6	11.5
Construction Materials	11.1	12.2	14.9	16.7	14.0
Copper	2.2	8.5	11.9	9.7	10.8
Diversified Chemicals	10.4	10.7	11.1	11.3	11.0
Fertilizers & Agricultural Chemicals	10.0	9.2	11.3	12.8	10.9
Gold	9.3	9.8	9.2	10.4	9.4
Industrial Gases	16.0	15.6	16.3	16.9	16.1
Metal & Glass Containers	6.7	6.6	7.6	8.7	7.3
Paper Packaging	6.2	6.2	7.4	8.0	7.1
Specialty Chemicals	10.5	10.7	11.3	12.1	11.1
Steel	4.4	6.7	7.4	7.8	7.1

na = not available.

Source: Thomson Reuters I/B/E/S.

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