

# Quant Briefing: Revenues, Earnings, & Margins

Yardeni Research, Inc.

*June 12, 2018*

**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*

# *Table Of Contents*

## **Tables**

S&P 500 Sectors' Revenues, Earnings, & Margins	3
S&P 500 Sectors' Contribution to S&P 500	4
S&P 500 Sectors' & Industries Annual Revenue Growth	5
S&P 500 Sectors' & Industries Annual Earnings Growth	6
S&P 500 Sectors' & Industries Annual Profit Margin	7

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

Figure A: S&P 500 Projected Sales, Earnings, & Profit Margin (as of June 7, 2018)

	Y/Y Sales Growth (%)					1-month % change in Sales Forecast			
	2017A	2018E	2019E	2020E	12-Month	2018E	2019E	2020E	FW
S&P 500	6.5	7.7	4.9	4.6	6.0	0.4	0.4	0.5	0.4
Consumer Discretionary	5.2	7.8	6.0	6.4	6.8	0.2	0.3	0.5	0.3
Consumer Staples	2.8	4.6	3.9	3.6	3.9	0.2	0.2	0.2	0.1
Energy	22.6	18.8	2.8	3.9	10.1	3.2	1.9	3.2	2.5
Financials	4.3	3.6	5.3	2.2	4.4	-0.2	0.1	0.2	0.0
Health Care	5.4	6.0	5.2	4.9	5.5	0.1	0.1	0.1	0.1
Industrials	4.1	7.4	5.0	4.5	5.9	0.3	0.6	0.5	0.4
Information Technology	10.2	12.0	7.3	7.3	8.4	0.2	0.2	0.3	0.2
Materials	8.1	9.8	2.6	4.6	6.0	0.1	0.3	0.2	0.2
Real Estate	6.9	10.2	5.1	6.0	7.5	-0.2	-0.4	0.0	-0.3
Telecommunication Services	-0.9	1.2	0.5	0.5	0.8	0.0	-0.1	-0.2	0.0
Utilities	2.6	0.7	2.5	2.2	1.6	-0.3	-0.6	-0.7	-0.4
S&P 500 ex-Energy	5.1	6.5	5.1	4.3	5.6	0.1	0.2	0.2	0.2
S&P 500 ex-Financials	6.8	8.3	4.9	4.8	6.2	0.5	0.4	0.5	0.4

	Y/Y Earnings Growth (%)					1-month % change in EPS Forecast			
	2017A	2018E	2019E	2020E	12-Month	2018E	2019E	2020E	FW
S&P 500	11.8	22.1	9.8	10.3	14.6	0.5	0.5	0.4	0.5
Consumer Discretionary	6.6	19.1	12.1	13.7	15.2	0.1	0.2	0.3	0.2
Consumer Staples	6.2	11.8	7.5	8.1	9.1	-0.3	-0.6	-1.1	-0.5
Energy	342.5	94.0	15.3	10.9	42.0	5.9	7.4	3.9	6.7
Financials	8.5	30.5	9.9	10.3	18.8	-0.1	-0.1	0.1	-0.1
Health Care	8.0	12.9	8.7	9.1	10.7	0.3	-0.1	0.0	0.1
Industrials	4.7	19.2	12.8	11.0	15.6	0.0	0.3	0.3	0.1
Information Technology	18.5	22.9	9.6	11.2	12.7	0.5	0.5	1.0	0.6
Materials	15.4	25.9	8.3	12.7	16.0	0.1	0.1	0.3	0.1
Real Estate	-12.9	-12.7	4.5	8.8	-4.7	1.8	0.1	0.1	0.9
Telecommunication Services	-0.2	14.0	1.8	0.8	7.5	0.0	-0.3	-1.2	-0.1
Utilities	2.8	5.9	5.3	4.8	5.6	0.0	0.1	0.2	0.1
S&P 500 ex-Energy	8.9	19.5	9.5	10.0	13.3	0.2	0.1	0.2	0.2
S&P 500 ex-Financials	12.6	20.3	9.8	10.0	13.7	0.6	0.6	0.5	0.6

	Operating Profit Margin (%)				
	2017A	2018E	2019E	2020E	12-Month
S&P 500	10.5	11.9	12.5	13.2	12.2
Consumer Discretionary	7.3	8.0	8.5	9.1	8.3
Consumer Staples	7.0	7.5	7.8	8.1	7.7
Energy	4.1	6.7	7.5	8.1	7.1
Financials	14.5	18.3	19.1	20.8	18.7
Health Care	9.8	10.4	10.8	11.2	10.6
Industrials	8.8	9.8	10.6	11.2	10.2
Information Technology	20.5	22.5	23.0	23.8	22.8
Materials	9.7	11.1	11.8	12.7	11.5
Real Estate	20.5	16.2	16.1	16.5	16.2
Telecommunication Services	11.8	13.3	13.5	13.5	13.4
Utilities	11.6	12.2	12.6	12.9	12.4
S&P 500 ex-Energy	11.2	12.5	13.0	13.7	12.8
S&P 500 ex-Financials	10.0	11.1	11.6	12.2	11.3

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 June 7, 2018)

	% of S&P 500 Sales				
	2017A	2018E	2019E	2020E	12-Month
S&P 500	100.0	100.0	100.0	100.0	100.0
Consumer Discretionary	15.8	15.9	16.0	16.3	15.9
Consumer Staples	10.9	10.6	10.5	10.4	10.6
Energy	8.9	9.8	9.6	9.6	9.7
Financials	12.7	12.1	12.2	11.7	12.1
Health Care	17.9	17.7	17.7	17.8	17.7
Industrials	12.0	12.0	12.0	11.9	11.9
Information Technology	11.8	12.3	12.5	12.9	12.5
Materials	3.1	3.2	3.1	3.1	3.2
Real Estate	5.6	5.7	5.7	5.7	5.7
Telecommunication Services	2.9	2.7	2.6	2.5	2.7
Utilities	3.1	2.9	2.8	2.7	2.8

	% of S&P 500 Earnings				
	2017A	2018E	2019E	2020E	12-Month
S&P 500	100.0	100.0	100.0	100.0	100.0
Consumer Discretionary	10.9	10.6	10.9	11.2	10.7
Consumer Staples	7.3	6.7	6.5	6.4	6.6
Energy	3.5	5.5	5.8	5.8	5.6
Financials	17.4	18.7	18.7	18.7	18.6
Health Care	16.7	15.4	15.3	15.1	15.3
Industrials	10.1	9.8	10.1	10.1	9.9
Information Technology	22.9	23.1	23.1	23.3	23.2
Materials	2.9	3.0	2.9	3.0	3.0
Real Estate	15.8	11.6	10.8	10.4	11.1
Telecommunication Services	3.2	3.0	2.8	2.6	2.9
Utilities	3.4	2.9	2.8	2.7	2.9

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

Figure C: S&P 500 Sectors \$ Contribution to Sales & Earnings (as of June 7, 2018)

	\$ Contribution to S&P 500 Sales				
	2017A	2018E	2019E	2020E	12-Month
S&P 500	1230.40	1324.23	1389.21	1454.20	1359.49
Consumer Discretionary	194.59	209.90	222.46	237.21	216.20
Consumer Staples	134.59	140.81	146.27	151.25	144.42
Energy	109.34	129.96	133.53	139.26	131.75
Financials	156.24	160.55	169.06	170.71	164.82
Health Care	220.81	234.11	246.36	259.55	240.55
Industrials	147.40	158.37	166.29	173.75	162.41
Information Technology	144.92	162.39	174.22	187.13	169.70
Materials	38.47	42.26	43.37	45.56	42.89
Real Estate	10.90	12.02	12.63	13.45	12.32
Telecommunication Services	35.54	35.98	36.16	36.50	36.07
Utilities	37.60	37.88	38.84	39.84	38.36

	\$ Contribution to S&P 500 Earnings				
	2017A	2018E	2019E	2020E	12-Month
S&P 500	129.59	158.17	173.66	191.59	166.47
Consumer Discretionary	14.13	16.83	18.86	21.44	17.87
Consumer Staples	9.45	10.57	11.36	12.19	11.04
Energy	4.50	8.73	10.07	11.20	9.40
Financials	22.61	29.50	32.42	35.77	30.96
Health Care	21.59	24.38	26.49	28.98	25.43
Industrials	13.04	15.54	17.54	19.43	16.56
Information Technology	29.73	36.55	40.05	44.55	38.70
Materials	3.74	4.71	5.10	5.76	4.92
Real Estate	2.23	1.95	2.04	2.22	1.99
Telecommunication Services	4.19	4.78	4.86	4.92	4.82
Utilities	4.38	4.64	4.88	5.13	4.76

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 June 7, 2018)

Sector/Industry Group	2017A	2018E	2019E	2020E	Forward	Sector/Industry Group	2017A	2018E	2019E	2020E	Forward
<b>S&amp;P 500</b>	6.5	7.7	4.9	4.6	6.0	<b>Consumer Staples</b>	2.8	4.6	3.9	3.6	3.9
<b>Consumer Discretionary</b>	5.2	7.8	6.0	6.4	6.8	Agricultural Products	-2.4	3.5	2.7	1.3	3.1
Advertising	-0.5	1.8	2.9	4.2	2.3	Brewers	0.2	-0.1	0.6	0.1	0.3
Apparel & Accessories	3.0	8.4	3.8	4.1	5.0	Distillers & Vintners	4.7	7.0	6.7	6.6	6.9
Apparel Retail	5.7	4.8	4.6	5.4	4.7	Drug Retail	0.7	11.8	5.7	3.2	6.6
Auto Parts & Equipment	-12.3	11.2	5.9	6.6	8.4	Food Distributors	9.9	6.0	4.2	3.7	4.2
Automobile Manufacturers	-5.0	0.8	-0.2	1.0	0.3	Food Retail	6.4	0.0	3.0	3.7	1.3
Automotive Retail	3.8	3.5	5.0	4.4	4.1	Household Products	0.5	3.3	2.5	3.0	2.8
Broadcasting	-1.6	23.3	6.6	4.1	14.1	Hypermarkets & Super Centers	4.9	4.7	4.5	4.4	4.4
Cable & Satellite	11.2	4.6	2.3	5.2	3.4	Packaged Foods	1.0	6.0	2.6	2.6	4.7
Casinos & Gaming	21.9	11.5	10.2	6.0	10.8	Personal Products	18.9	17.7	5.4	5.1	5.4
Computer & Electronics Retail	7.0	0.2	1.3	2.1	0.7	Soft Drinks	-4.2	-0.8	3.5	3.6	1.4
Consumer Electronics	2.3	4.7	1.8	1.5	3.2	Tobacco	4.8	5.4	5.0	5.5	5.2
Department Stores	-0.1	0.5	0.9	-0.3	0.7	<b>Energy</b>	22.6	18.8	2.8	3.9	10.1
Distributors	8.9	16.1	6.3	2.4	10.8	Integrated Oil & Gas	13.8	24.2	-1.1	-1.3	10.2
Footwear	4.9	7.6	7.5	7.3	7.6	Oil & Gas Drilling	28.8	33.3	14.0	13.3	17.9
General Merchandise Stores	4.8	3.9	3.5	3.6	3.7	Oil & Gas Equipment & Services	55.4	7.8	10.8	9.4	9.4
Home Furnishings	5.7	8.9	6.1	4.8	7.4	Oil & Gas Exploration & Production	35.1	19.7	7.5	8.5	13.1
Home Improvement Retail	6.2	6.0	3.9	5.2	5.1	Oil & Gas Refining & Marketing	23.8	15.6	3.7	7.6	9.2
Homebuilding	14.7	31.8	13.9	9.0	20.0	Oil & Gas Storage & Transportation	15.7	8.8	6.0	1.4	7.3
Hotels	8.4	4.4	7.7	5.3	6.1	<b>Financials</b>	4.3	3.6	5.3	2.2	4.4
Household Appliances	2.6	1.8	0.3	2.6	1.0	Asset Management & Custody Banks	6.3	8.4	4.6	5.5	6.4
Housewares & Specialties	11.1	-2.7	1.6	2.3	-0.6	Consumer Finance	6.8	11.2	6.7	4.9	8.8
Internet & Direct Marketing Retail	28.8	31.3	21.4	19.7	25.7	Diversified Banks	3.2	3.5	3.9	3.8	3.7
Leisure Products	-4.0	-4.1	5.1	1.5	0.4	Financial Exchanges & Data	8.3	9.2	5.7	6.2	7.4
Motorcycle Manufacturers	-6.8	1.0	1.8	3.8	1.4	Insurance Brokers	0.0	7.1	5.4	3.6	6.2
Movies & Entertainment	2.7	4.9	3.6	4.3	3.9	Investment Banking & Brokerage	9.1	10.7	4.2	4.0	7.2
Publishing & Printing	-1.8	7.2	16.4	-1.1	16.4	Life & Health Insurance	-1.4	1.5	3.1	1.8	2.3
Restaurants	0.3	2.1	4.0	5.3	2.8	Multi-Line Insurance	-7.3	1.4	4.2	-2.1	2.8
Specialty Stores	10.9	9.5	8.4	7.7	9.0	Multi-Sector Holdings	8.5	-4.2	8.5	-9.2	2.0
Specialized Consumer Services	2.3	1.1	1.7	na	1.2	Property & Casualty Insurance	10.4	6.1	8.1	8.3	7.1
Tires & Rubber	1.4	3.9	2.7	2.3	3.3	Regional Banks	9.9	3.8	5.7	4.7	4.8
<b>Health Care</b>	5.4	6.0	5.2	4.9	5.5	Reinsurance	11.6	12.9	8.3	7.1	10.4
Biotechnology	2.6	3.0	5.2	6.6	4.1	<b>Real Estate</b>	6.9	10.2	5.1	6.0	7.5
Health Care Distributors	5.4	5.5	4.6	4.7	4.7	Health Care REIT's	-1.2	1.8	2.6	2.7	2.2
Health Care Equipment	8.5	10.2	6.3	5.7	7.6	Hotel & Resort REIT's	-0.8	2.7	1.5	0.3	2.1
Health Care Facilities	5.5	4.9	4.6	4.8	4.7	Industrial REITs	8.9	-8.0	10.1	9.8	0.7
Health Care Services	4.1	1.1	3.6	0.1	2.4	Office REITs	-5.4	1.1	5.4	5.4	3.3
Health Care Supplies	11.8	13.6	9.1	8.6	10.6	Real Estate Services	8.7	38.7	6.7	8.4	20.1
Health Care Technology	7.2	4.5	8.4	11.9	6.4	Residential REITs	7.8	2.9	3.4	5.3	3.2
Life Sciences Tools & Services	16.0	15.1	5.7	5.9	10.0	Retail REITs	5.3	2.3	3.5	7.6	2.9
Managed Health Care	5.8	8.8	7.7	7.7	8.3	Specialized REITs	13.3	11.6	6.1	6.1	8.7
Pharmaceuticals	4.2	4.8	2.6	3.7	3.7	<b>Information Technology</b>	10.2	12.0	7.3	7.3	8.4
<b>Industrials</b>	4.1	7.4	5.0	4.5	5.9	Application Software	13.5	18.1	15.3	14.5	16.1
Aerospace & Defense	2.4	6.9	6.2	6.2	6.5	Communications Equipment	-1.2	3.2	3.2	3.5	3.3
Agricultural & Farm Machinery	10.7	30.2	7.5	4.4	13.8	Data Processing & Outsourced Services	11.0	9.5	9.3	9.1	9.3
Air Freight & Couriers	9.0	8.2	5.4	4.4	6.9	Electronic Components	9.6	6.7	5.9	6.5	6.3
Airlines	5.4	6.7	4.8	4.5	5.7	Electronic Equipment & Instruments	8.3	-0.6	5.1	6.2	2.3
Building Products	-11.8	5.7	4.5	3.8	5.0	Electronic Manufacturing Services	8.9	11.7	5.5	6.3	6.9
Construction & Engineering	4.2	11.3	6.0	6.3	6.7	Home Entertainment Software	6.6	10.8	5.7	8.8	9.7
Construction Machinery & Heavy Trucks	17.0	16.9	5.3	1.1	10.6	Internet Software & Services	26.7	26.3	19.9	18.5	22.7
Diversified Support Services	21.1	5.4	5.7	na	5.5	IT Consulting & Other Services	15.7	3.4	3.0	3.3	2.4
Electrical Components & Equipment	-6.0	8.0	4.7	4.2	5.8	Semiconductor Equipment	32.2	25.9	5.3	5.3	8.3
Environmental & Facilities Services	5.6	1.7	3.7	3.7	2.7	Semiconductors	15.7	14.7	4.7	5.5	8.0
Human Resource & Employment Services	0.3	7.2	5.5	2.3	6.3	Systems Software	5.8	10.4	8.7	7.3	8.3
Industrial Conglomerates	1.0	2.3	2.4	3.4	2.4	Technology Hardware, Storage & Peripherals	2.2	9.7	3.2	2.8	4.7
Industrial Machinery	7.4	5.2	4.5	3.7	3.9	<b>Materials</b>	8.1	9.8	2.6	4.6	6.0
Railroads	5.9	5.1	4.2	4.4	4.6	Commodity Chemicals	18.2	8.3	0.0	4.6	4.0
Research & Consulting Services	10.4	5.9	5.1	5.1	5.4	Construction Materials	6.2	11.9	9.8	7.2	10.8
Trading Companies & Distributors	8.3	10.4	6.0	5.0	8.1	Copper	10.6	16.4	-18.4	19.8	-2.3
Trucking	9.7	16.2	10.1	7.5	12.9	Diversified Chemicals	6.0	7.4	4.0	5.8	5.6
<b>Telecommunications Services</b>	-0.9	1.2	0.5	0.5	0.8	Fertilizers & Agricultural Chemicals	5.2	14.0	6.3	4.0	10.4
Alternative Carriers	1.1	34.1	-1.0	-0.4	14.0	Gold	9.5	2.3	1.8	-4.4	2.0
Integrated Telecommunication Services	-1.0	-0.7	0.6	0.6	0.0	Industrial Gasses	-2.2	8.8	6.3	5.1	7.1
<b>Utilities</b>	2.6	0.7	2.5	2.2	1.6	Metal & Glass Containers	20.5	6.0	2.2	4.1	4.0
Electric Utilities	2.9	-0.6	2.8	2.3	1.1	Paper Packaging	0.4	8.3	2.6	1.7	4.8
Independent Power Producers & Energy Traders	-18.5	9.5	-6.3	-2.4	1.3	Specialty Chemicals	9.5	10.2	4.8	4.2	7.4
Multi-Utilities	7.7	1.3	3.8	2.6	2.6	Steel	25.0	19.8	1.0	0.9	9.6
Water Utilities	1.7	3.6	6.8	5.4	5.2						

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 June 7, 2018)

Sector/Industry Group	2017A	2018E	2019E	2020E	Forward	Sector/Industry Group	2017A	2018E	2019E	2020E	Forward
<b>S&amp;P 500</b>	11.8	22.1	9.8	10.3	14.6	<b>Consumer Staples</b>	6.2	11.8	7.5	8.1	9.1
<b>Consumer Discretionary</b>	6.6	19.1	12.1	13.7	15.2	Agricultural Products	12.5	26.0	5.9	7.4	14.8
Advertising	5.5	14.1	6.7	7.6	10.2	Brewers	3.2	9.4	5.4	4.6	7.3
Apparel & Accessories	4.5	8.6	11.3	11.7	9.1	Distillers & Vintners	24.1	14.0	11.5	11.7	13.6
Apparel Retail	5.2	16.1	8.9	8.7	12.9	Drug Retail	11.1	16.8	8.9	9.5	10.0
Auto Parts & Equipment	-13.5	15.1	9.2	10.5	11.9	Food Distributors	18.1	20.7	16.7	10.2	16.7
Automobile Manufacturers	4.9	-7.3	0.3	1.3	-3.7	Food Retail	-3.8	1.3	8.5	11.9	4.4
Automotive Retail	4.8	21.1	11.6	10.8	16.2	Household Products	5.7	8.6	6.3	6.9	7.0
Broadcasting	2.9	32.6	16.3	12.6	23.3	Hypermarkets & Super Centers	4.2	12.7	5.3	6.3	8.1
Cable & Satellite	9.9	22.8	12.9	22.3	17.3	Packaged Foods	8.3	11.3	5.8	6.5	8.0
Casinos & Gaming	11.4	47.0	21.0	16.1	31.5	Personal Products	-21.1	23.3	14.9	14.2	14.9
Computer & Electronics Retail	24.2	13.2	7.7	4.9	10.7	Soft Drinks	3.8	10.0	8.0	7.7	8.9
Consumer Electronics	3.9	7.0	3.8	2.8	5.4	Tobacco	8.3	14.1	9.1	10.5	11.4
Department Stores	13.3	12.9	-1.7	-1.5	6.4	<b>Energy</b>	342.5	94.0	15.3	10.9	42.0
Distributors	2.6	21.3	9.5	2.8	14.8	Integrated Oil & Gas	107.5	71.2	4.6	1.9	29.2
Footwear	-6.5	14.4	18.1	14.3	14.7	Oil & Gas Drilling	+-	neg	+-	60.2	0.0
General Merchandise Stores	2.4	17.4	7.6	7.5	12.9	Oil & Gas Equipment & Services	+-	59.9	49.9	29.5	53.8
Home Furnishings	5.3	11.8	12.0	11.0	11.9	Oil & Gas Exploration & Production	+-	601.4	20.2	17.7	92.7
Home Improvement Retail	13.9	25.8	9.0	11.7	17.9	Oil & Gas Refining & Marketing	53.1	45.2	30.0	16.9	36.2
Homebuilding	4.8	44.5	23.8	10.1	30.7	Oil & Gas Storage & Transportation	88.8	23.4	9.8	9.2	15.9
Hotels	13.0	20.9	14.2	11.6	17.2	<b>Financials</b>	8.5	30.5	9.9	10.3	18.8
Household Appliances	-2.3	14.2	11.8	8.6	12.9	Asset Management & Custody Banks	19.4	18.6	8.8	9.0	13.2
Housewares & Specialties	-4.8	-3.5	8.1	4.1	2.2	Consumer Finance	2.9	30.5	11.4	10.3	19.7
Internet & Direct Marketing Retail	11.7	67.8	39.8	43.5	50.3	Diversified Banks	10.0	26.2	11.9	12.0	18.2
Leisure Products	-71.7	56.9	95.2	30.3	80.3	Financial Exchanges & Data	16.3	28.1	9.6	11.0	17.7
Motorcycle Manufacturers	-10.4	-0.7	15.9	11.3	7.6	Insurance Brokers	7.5	15.6	12.0	10.0	13.7
Movies & Entertainment	6.3	20.0	7.1	8.4	12.4	Investment Banking & Brokerage	23.2	27.9	8.7	9.5	16.9
Publishing & Printing	-10.0	21.8	8.9	24.1	8.9	Life & Health Insurance	4.2	22.9	6.0	7.4	13.6
Restaurants	16.1	17.3	9.6	10.6	12.5	Multi-Line Insurance	61.4	82.8	12.8	8.9	37.6
Specialty Stores	12.8	23.4	13.6	12.0	18.4	Multi-Sector Holdings	-14.7	50.4	8.7	9.8	25.3
Specialized Consumer Services	42.8	-15.5	5.5	na	-12.4	Property & Casualty Insurance	-17.8	61.9	5.3	5.1	26.9
Tires & Rubber	-22.0	13.3	18.3	18.6	16.0	Regional Banks	20.9	30.6	8.2	10.3	17.9
<b>Health Care</b>	8.0	12.9	8.7	9.1	10.7	Reinsurance	-61.5	141.4	8.1	7.7	47.2
Biotechnology	0.8	7.6	11.9	11.3	9.8	<b>Real Estate</b>	-12.9	-12.7	4.5	8.8	-4.7
Health Care Distributors	1.4	3.0	8.6	7.7	7.8	Health Care REIT's	-1.4	-30.0	-9.0	3.3	-21.4
Health Care Equipment	10.1	11.6	10.6	10.6	10.7	Hotel & Resort REIT's	-25.5	15.0	-15.3	0.9	-1.2
Health Care Facilities	0.3	28.4	7.7	9.3	16.8	Industrial REITs	113.8	-63.9	-5.3	7.7	-48.3
Health Care Services	3.0	22.1	5.3	-1.3	12.9	Office REITs	-30.8	-21.3	2.8	9.8	11.1
Health Care Supplies	11.5	10.6	12.9	14.9	11.0	Real Estate Services	17.8	15.4	7.0	8.1	10.9
Health Care Technology	3.5	4.8	12.8	11.8	8.9	Residential REITs	-61.1	-27.3	-3.6	6.0	-17.3
Life Sciences Tools & Services	15.8	15.5	11.4	12.2	13.2	Retail REITs	-16.0	4.2	2.7	2.0	3.4
Managed Health Care	21.4	23.9	12.6	12.8	17.6	Specialized REITs	17.9	10.9	17.0	15.7	14.1
Pharmaceuticals	9.6	11.6	4.8	7.3	8.0	<b>Information Technology</b>	18.5	22.9	9.6	11.2	12.7
<b>Industrials</b>	4.7	19.2	12.8	11.0	15.6	Application Software	23.9	43.2	19.4	21.0	28.0
Aerospace & Defense	9.5	24.5	13.8	14.5	18.2	Communications Equipment	2.3	8.4	11.9	8.8	11.5
Agricultural & Farm Machinery	38.9	42.9	22.7	11.1	27.9	Data Processing & Outsourced Services	19.3	26.2	15.4	14.2	19.2
Air Freight & Couriers	-10.7	19.3	11.9	10.2	15.2	Electronic Components	15.3	1.9	12.8	10.4	7.4
Airlines	-11.8	14.4	19.4	11.9	17.1	Electronic Equipment & Instruments	24.5	14.4	7.2	11.6	10.6
Building Products	-17.9	11.8	10.7	11.0	11.7	Electronic Manufacturing Services	21.9	15.6	9.1	11.2	10.7
Construction & Engineering	-0.7	35.0	25.5	13.1	28.1	Home Entertainment Software	12.1	13.2	13.7	10.3	13.4
Construction Machinery & Heavy Trucks	55.2	45.3	8.1	3.7	23.3	Internet Software & Services	10.5	31.2	12.0	19.7	20.3
Diversified Support Services	39.6	21.3	11.4	na	20.3	IT Consulting & Other Services	12.0	5.1	6.2	6.3	5.2
Electrical Components & Equipment	3.4	15.5	11.6	9.3	13.1	Semiconductor Equipment	65.6	49.8	2.0	9.8	7.6
Environmental & Facilities Services	7.6	22.0	8.6	8.7	14.6	Semiconductors	43.6	28.1	3.9	6.6	9.5
Human Resource & Employment Services	-2.6	28.3	10.5	4.3	18.3	Systems Software	17.4	13.5	5.9	10.6	5.7
Industrial Conglomerates	-10.8	2.9	10.5	9.8	6.8	Technology Hardware, Storage & Peripherals	11.3	25.1	12.9	9.4	14.6
Industrial Machinery	16.4	12.6	11.5	9.7	11.5	<b>Materials</b>	15.4	25.9	8.3	12.7	16.0
Railroads	17.8	33.1	13.1	13.0	21.7	Commodity Chemicals	10.5	10.1	-3.6	10.5	2.9
Research & Consulting Services	7.5	-6.3	12.3	11.8	2.8	Construction Materials	7.3	36.5	23.3	12.7	28.9
Trading Companies & Distributors	11.7	35.4	12.3	7.1	22.1	Copper	408.7	68.6	-39.8	61.6	0.5
Trucking	-4.0	47.6	19.5	9.6	30.8	Diversified Chemicals	12.6	22.3	16.8	15.8	19.3
<b>Telecommunications Services</b>	-0.2	14.0	1.8	0.8	7.5	Fertilizers & Agricultural Chemicals	12.3	31.1	15.6	12.3	23.5
Alternative Carriers	-35.1	-34.8	0.5	13.9	-20.9	Gold	24.8	0.3	13.6	0.7	6.9
Integrated Telecommunication Services	2.3	16.3	1.8	0.5	8.5	Industrial Gasses	-5.1	16.5	9.7	7.0	12.1
<b>Utilities</b>	2.8	5.9	5.3	4.8	5.6	Metal & Glass Containers	16.9	15.1	14.9	13.7	15.0
Electric Utilities	1.8	3.1	4.6	3.9	3.9	Paper Packaging	4.0	40.9	11.9	8.1	22.2
Independent Power Producers & Energy Traders	23.7	79.9	8.9	-0.3	34.3	Specialty Chemicals	10.2	14.8	12.8	10.7	13.7
Multi-Utilities	3.2	5.6	6.2	7.2	5.9	Steel	58.0	72.1	-4.8	-7.5	23.5
Water Utilities	7.4	7.6	8.6	7.8	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 June 7, 2018)

Sector/Industry Group	2017A	2018E	2019E	2020E	Forward	Sector/Industry Group	2017A	2018E	2019E	2020E	Forward
<b>S&amp;P 500</b>	10.5	11.9	12.5	13.2	12.2	<b>Consumer Staples</b>	7.0	7.5	7.8	8.1	7.7
<b>Consumer Discretionary</b>	7.3	8.0	8.5	9.1	8.3	Agricultural Products	2.2	2.7	2.8	3.0	2.8
Advertising	7.4	8.3	8.6	8.9	8.5	Brewers	8.5	9.3	9.8	10.2	9.6
Apparel & Accessories	8.9	8.9	9.5	10.2	9.2	Distillers & Vintners	18.2	19.4	20.3	21.3	19.7
Apparel Retail	7.1	7.9	8.2	8.5	8.0	Drug Retail	4.3	4.5	4.6	4.9	4.6
Auto Parts & Equipment	9.1	9.4	9.7	10.0	9.5	Food Distributors	2.3	2.7	3.0	3.2	3.0
Automobile Manufacturers	5.5	5.1	5.1	5.1	5.1	Food Retail	1.3	1.4	1.4	1.5	1.4
Automotive Retail	7.1	8.3	8.8	9.3	8.6	Household Products	14.5	15.2	15.8	16.4	15.7
Broadcasting	12.1	13.0	14.2	15.4	13.6	Hypermarkets & Super Centers	2.4	2.6	2.6	2.6	2.6
Cable & Satellite	8.0	9.4	10.4	12.0	9.9	Packaged Foods	9.8	10.3	10.6	10.9	10.4
Casinos & Gaming	6.6	8.7	9.6	10.5	9.2	Personal Products	6.5	6.8	7.4	8.0	7.4
Computer & Electronics Retail	3.1	3.5	3.7	3.8	3.6	Soft Drinks	15.5	17.1	17.9	18.6	17.5
Consumer Electronics	17.9	18.3	18.6	18.9	18.4	<b>Tobacco</b>	28.6	30.9	32.1	33.6	31.5
Department Stores	4.0	4.5	4.4	4.3	4.5	<b>Energy</b>	4.1	6.7	7.5	8.1	7.1
Distributors	4.8	5.1	5.2	5.2	5.1	Integrated Oil & Gas	5.7	7.9	8.4	8.6	8.1
Footwear	8.5	9.0	9.9	10.5	9.1	Oil & Gas Drilling	-7.7	0.4	4.9	6.9	3.9
General Merchandise Stores	4.2	4.7	4.9	5.1	4.8	Oil & Gas Equipment & Services	4.0	5.9	7.9	9.4	6.9
Home Furnishings	9.9	10.1	10.7	11.3	10.4	Oil & Gas Exploration & Production	2.1	12.2	13.7	14.8	13.0
Home Improvement Retail	7.3	8.6	9.1	9.6	8.8	Oil & Gas Refining & Marketing	2.3	2.9	3.6	3.9	3.2
Homebuilding	7.4	8.1	8.8	8.9	8.6	<b>Oil &amp; Gas Storage &amp; Transportation</b>	8.6	9.8	10.1	10.9	10.0
Hotels	10.4	12.1	12.8	13.6	12.5	<b>Financials</b>	14.5	18.3	19.1	20.8	18.7
Household Appliances	4.2	4.7	5.2	5.5	4.9	Asset Management & Custody Banks	23.2	25.4	26.4	27.3	25.9
Housewares & Specialties	9.1	9.0	9.6	9.7	9.3	Consumer Finance	14.8	17.4	18.2	19.1	17.8
Internet & Direct Marketing Retail	3.7	4.7	5.5	6.6	5.1	Diversified Banks	21.7	26.5	28.5	30.8	27.5
Leisure Products	2.6	4.2	7.8	10.0	6.0	Financial Exchanges & Data	33.3	39.1	40.5	42.3	39.8
Motorcycle Manufacturers	11.8	11.6	13.1	14.1	12.4	Insurance Brokers	13.7	14.1	15.8	16.7	15.3
Movies & Entertainment	14.5	16.6	17.1	17.8	17.1	Investment Banking & Brokerage	20.4	23.5	24.5	25.8	24.0
Publishing & Printing	1.7	1.9	1.8	2.3	1.8	Life & Health Insurance	8.5	10.3	10.5	11.1	10.4
Restaurants	15.8	18.1	19.1	20.0	18.6	Multi-Line Insurance	4.8	8.4	9.1	10.0	8.8
Specialty Stores	8.1	9.1	9.6	10.0	9.3	Multi-Sector Holdings	5.9	9.3	9.3	11.2	9.3
Specialized Consumer Services	18.8	15.7	16.3	na	15.8	Property & Casualty Insurance	6.8	10.3	10.1	9.8	10.2
Tires & Rubber	4.9	5.3	6.1	7.1	5.7	Regional Banks	22.8	28.6	29.3	30.9	29.0
<b>Health Care</b>	9.8	10.4	10.8	11.2	10.6	Reinsurance	6.3	13.4	13.4	13.4	13.4
Biotechnology	36.9	38.5	40.9	42.7	39.7	<b>Real Estate</b>	20.5	16.2	16.1	16.5	16.2
Health Care Distributors	1.3	1.2	1.3	1.3	1.2	Health Care REIT's	23.9	16.4	14.6	14.6	15.5
Health Care Equipment	18.6	18.8	19.6	20.5	19.2	Hotel & Resort REIT's	10.4	11.6	9.7	9.7	10.6
Health Care Facilities	5.7	6.9	7.1	7.5	7.0	Industrial REITs	98.6	38.7	33.3	32.7	35.9
Health Care Services	3.9	4.7	4.8	4.7	4.7	Office REITs	13.5	16.2	15.8	16.4	16.0
Health Care Supplies	18.3	17.9	18.5	19.6	18.2	Real Estate Services	6.5	5.4	5.4	5.4	5.4
Health Care Technology	15.4	15.4	16.1	16.1	15.8	Residential REITs	27.7	19.6	18.3	18.4	18.9
Life Sciences Tools & Services	17.5	17.6	18.5	19.7	18.1	Retail REITs	30.2	30.8	30.5	29.0	30.7
Managed Health Care	4.3	4.9	5.1	5.3	5.0	Specialized REITs	14.6	14.5	16.0	17.4	15.2
Pharmaceuticals	26.0	27.7	28.3	29.3	28.0	<b>Information Technology</b>	20.5	22.5	23.0	23.8	22.8
<b>Industrials</b>	8.8	9.8	10.6	11.2	10.2	Application Software	18.0	21.8	22.6	23.9	22.4
Aerospace & Defense	7.8	9.1	9.8	10.6	9.5	Communications Equipment	22.2	23.3	25.3	26.5	25.0
Agricultural & Farm Machinery	8.4	9.2	10.5	11.1	10.1	Data Processing & Outsourced Services	22.6	26.0	27.5	28.7	27.0
Air Freight & Couriers	5.9	6.5	6.9	7.3	6.6	Electronic Components	14.3	13.7	14.6	15.1	14.2
Airlines	7.1	7.6	8.7	9.3	8.2	Electronic Equipment & Instruments	14.5	16.7	17.0	17.9	16.9
Building Products	8.8	9.3	9.8	10.5	9.6	Electronic Manufacturing Services	14.0	14.5	15.0	15.7	14.8
Construction & Engineering	2.5	3.0	3.5	3.8	3.3	Home Entertainment Software	24.8	25.3	27.2	27.6	26.0
Construction Machinery & Heavy Trucks	8.8	10.9	11.2	11.5	11.1	Internet Software & Services	23.7	24.6	22.9	23.0	23.7
Diversified Support Services	9.6	11.1	11.7	na	11.1	IT Consulting & Other Services	13.4	13.6	14.0	14.4	13.8
Electrical Components & Equipment	11.1	11.9	12.7	13.3	12.4	Semiconductor Equipment	22.9	27.3	26.4	27.5	26.5
Environmental & Facilities Services	9.3	11.1	11.7	12.2	11.4	Semiconductors	27.7	30.9	30.7	31.0	30.6
Human Resource & Employment Services	6.1	7.3	7.7	7.8	7.5	Systems Software	27.2	27.9	27.2	28.1	26.9
Industrial Conglomerates	10.5	10.6	11.4	12.1	11.0	<b>Technology Hardware, Storage &amp; Peripherals</b>	15.9	18.1	19.8	21.1	19.3
Industrial Machinery	10.7	11.5	12.3	13.0	11.9	<b>Materials</b>	9.7	11.1	11.8	12.7	11.5
Railroads	19.7	24.9	27.1	29.3	26.0	Commodity Chemicals	11.7	11.9	11.5	12.1	11.7
Research & Consulting Services	19.3	17.1	18.3	19.4	17.7	Construction Materials	11.2	13.7	15.4	16.2	14.6
Trading Companies & Distributors	9.9	12.1	12.9	13.1	12.5	Copper	10.3	15.0	11.0	14.9	13.2
Trucking	5.5	6.9	7.5	7.7	7.3	Diversified Chemicals	10.0	11.4	12.8	14.1	12.2
<b>Telecommunications Services</b>	11.8	13.3	13.5	13.5	13.4	Fertilizers & Agricultural Chemicals	11.0	12.6	13.7	14.8	13.3
Alternative Carriers	9.6	4.7	4.8	5.4	4.7	Gold	10.6	10.4	11.6	12.2	11.0
Integrated Telecommunication Services	11.9	13.9	14.1	14.1	14.0	Industrial Gasses	15.6	16.7	17.2	17.5	17.1
<b>Utilities</b>	11.6	12.2	12.6	12.9	12.4	Metal & Glass Containers	6.5	7.1	7.9	8.7	7.5
Electric Utilities	12.2	12.7	12.9	13.1	12.8	Paper Packaging	6.3	8.2	9.0	9.5	8.7
Independent Power Producers & Energy Traders	4.7	7.8	9.0	9.2	8.4	Specialty Chemicals	10.5	11.0	11.8	12.5	11.4
Multi-Utilities	11.8	12.3	12.6	13.1	12.4	Steel	5.6	8.1	7.6	7.0	7.8
Water Utilities	16.2	16.8	17.1	17.5	17.0						

na = not available.

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

**Copyright (c) Yardeni Research, Inc. 2018.** All rights reserved. The information contained herein has been obtained from sources believed to be reliable, but is not necessarily complete and its accuracy cannot be guaranteed. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness, or correctness of the information and opinions contained herein. The views and the other information provided are subject to change without notice. All reports posted on [www.yardeni.com](http://www.yardeni.com), [blog.yardeni.com](http://blog.yardeni.com), and YRI's Apps for iPads and iPhones are issued without regard to the specific investment objectives, financial situation, or particular needs of any specific recipient and are not to be construed as a solicitation or an offer to buy or sell any securities or related financial instruments. Past performance is not necessarily a guide to future results. Company fundamentals and earnings may be mentioned occasionally, but should not be construed as a recommendation to buy, sell, or hold the company's stock. Predictions, forecasts, and estimates for any and all markets should not be construed as recommendations to buy, sell, or hold any security--including mutual funds, futures contracts, and exchange traded funds, or any similar instruments.

The text, images, and other materials contained or displayed on any Yardeni Research, Inc. product, service, report, email or website are proprietary to Yardeni Research, Inc. and constitute valuable intellectual property. No material from any part of [www.yardeni.com](http://www.yardeni.com), [blog.yardeni.com](http://blog.yardeni.com), and YRI's Apps for iPads and iPhones may be downloaded, transmitted, broadcast, transferred, assigned, reproduced or in any other way used or otherwise disseminated in any form to any person or entity, without the explicit written consent of Yardeni Research, Inc. All unauthorized reproduction or other use of material from Yardeni Research, Inc. shall be deemed willful infringement(s) of this copyright and other proprietary and intellectual property rights, including but not limited to, rights of privacy. Yardeni Research, Inc. expressly reserves all rights in connection with its intellectual property, including without limitation the right to block the transfer of its products and services and/or to track usage thereof, through electronic tracking technology, and all other lawful means, now known or hereafter devised. Yardeni Research, Inc. reserves the right, without further notice, to pursue to the fullest extent allowed by the law any and all criminal and civil remedies for the violation of its rights.

The recipient should check any email and any attachments for the presence of viruses. Yardeni Research, Inc. accepts no liability for any damage caused by any virus transmitted by this company's emails, website, blog and Apps. Additional information available on [request](#).