

# PROPRIETARY RESEARCH EARNINGS AGGREGATES

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# Russell 2000 EARNINGS SCORECARD

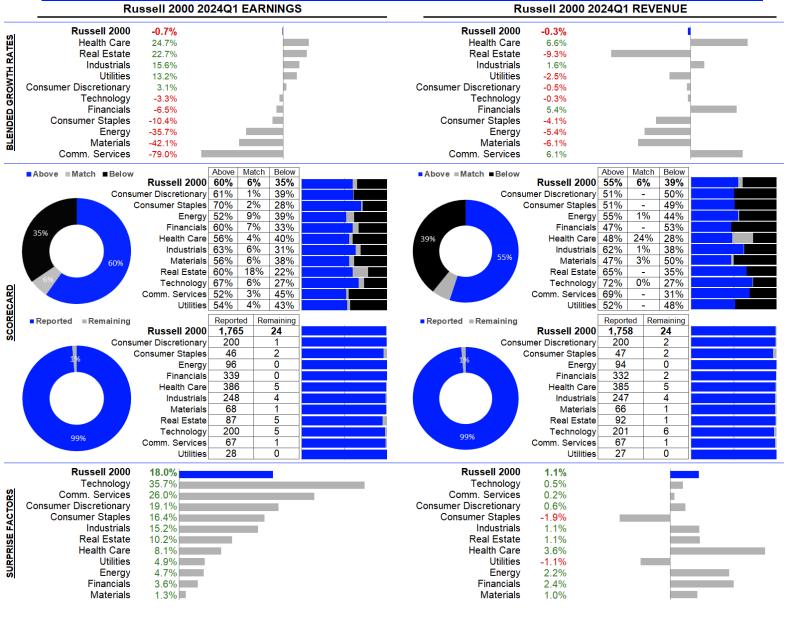
AGGREGATE EARNINGS AND REVENUE PERFORMANCE VS ESTIMATES

The Russell 2000 Earnings Scorecard is the most comprehensive and up to the minute compilation of aggregated earnings growth and market intelligence covering the companies included in the Russell 2000 Index.

This report combines I/B/E/S's unrivaled historical earnings database, in depth coverage of Wall Street analysts' bottom-up corporate earnings estimates, and the analytic capabilities of the Proprietary Research group and desk-top solutions.

### EARNINGS DASHBOARD





Source: LSEG I/B/E/S

Earnings Scorecard provides the aggregate earnings performance relative to estimates and growth rates. View all Proprietary Research from LSEG.

### Russell 2000: EARNINGS

#### Exhibit 2. 2024Q1 Earnings Scorecard

	Above	Match	Below	Surprise	Reported	Index	% of
Sector	%	%	%	Factor	Total #	Total #	Mrkt Cap
Consumer Discretionary	61%	1%	39%	19%	200	201	10.7%
Consumer Staples	70%	2%	28%	16.4%	46	48	4.1%
Energy	52%	9%	39%	4.7%	96	96	5.8%
Financials	60%	7%	33%	3.6%	339	339	16.1%
Health Care	56%	4%	40%	8.1%	386	391	15.8%
Industrials	63%	6%	31%	15.2%	248	252	20.7%
Materials	56%	6%	38%	1.3%	68	69	6.1%
Real Estate	60%	18%	22%	10.2%	87	92	5.4%
Technology	67%	6%	27%	35.7%	200	205	11.9%
Communication Services	52%	3%	45%	26.0%	67	68	1.7%
Utilities	54%	4%	43%	4.9%	28	28	1.7%
Russell 2000	59.6%	5.7%	34.7%	18.0%	1765	1789	

Source: LSEG I/B/E/S

#### Exhibit 3. 2024Q1 Blended (Reported & Estimated) Earnings Growth

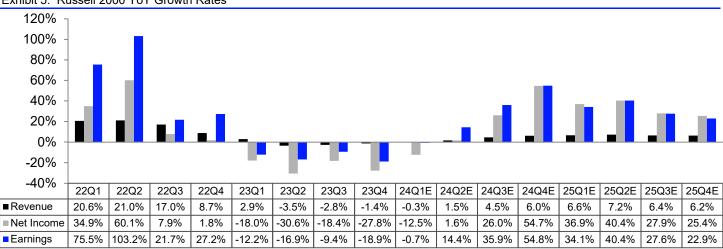
Sector	Today	1 Apr	1 Jan	1 Oct	1 Jul	
Consumer Discretionary	3.1%	-10.3%	25.3%	40.9%	44.6%	
Consumer Staples	-10.4%	-24.4%	-15.9%	-15.1%	-10.2%	
Energy	-35.7%	-36.1%	-14.5%	-1.1%	4.1%	
Financials	-6.5%	-7.8%	-5.3%	-3.2%	3.2%	
Health Care	24.7%	24.0%	27.2%	21.0%	16.4%	
Industrials	15.6%	0.7%	15.5%	23.0%	31.9%	
Materials	-42.1%	-39.1%	-16.6%	3.3%	19.8%	
Real Estate	22.7%	13.3%	19.8%	30.6%	29.5%	
Technology	-3.3%	-30.5%	-2.0%	19.2%	28.0%	
Communication Services	-79.0%	-146.3%	55.4%	567.0%	326.8%	
Utilities	13.2%	8.5%	7.3%	6.9%	3.4%	
Russell 2000	-0.7%	-11.4%	12.2%	23.0%	28.5%	

Source: LSEG I/B/E/S

#### Exhibit 4. 2024Q1 Actual Earnings Growth

Source: LSEG I/B/E/S

#### Exhibit 5. Russell 2000 YoY Growth Rates



### Russell 2000: REVENUE

### Exhibit 6. 2024Q1 Revenue Scorecard

	Above	Match	Below	Surprise	Reported	Index
Sector	%	%	%	Factor	Total #	Total #
Consumer Discretionary	51%	-	50%	0.6%	200	202
Consumer Staples	51%	-	49%	-1.9%	47	49
Energy	55%	1%	44%	2.2%	94	94
Financials	47%	-	53%	2.4%	332	334
Health Care	48%	24%	28%	3.6%	385	390
Industrials	62%	1%	38%	1.1%	247	251
Materials	47%	3%	50%	1.0%	66	67
Real Estate	65%	-	35%	1.1%	92	93
Technology	72%	0%	27%	0.5%	201	207
Communication Services	69%	-	31%	0.2%	67	68
Utilities	52%	-	48%	-1.1%	27	27
Russell 2000	54.9%	5.7%	39.4%	1.1%	1758	1782

Source: LSEG I/B/E/S

### Exhibit 7. 2024Q1 Blended (Reported & Estimated) Revenue Growth

Sector	Today	1 Apr	1 Jan	1 Oct	1 Jul	
Consumer Discretionary	-0.5%	-0.5%	2.4%	3.7%	4.1%	
Consumer Staples	-4.1%	-2.3%	0.3%	0.9%	1.3%	
Energy	-5.4%	-7.7%	0.3%	0.4%	0.0%	
Financials	5.4%	3.2%	3.0%	3.3%	5.2%	
Health Care	6.6%	3.6%	5.0%	6.2%	7.5%	
Industrials	1.6%	0.5%	2.2%	4.2%	4.8%	
Materials	-6.1%	-6.0%	-4.9%	1.4%	6.3%	
Real Estate	-9.3%	-10.3%	-7.6%	-3.5%	-4.8%	
Technology	-0.3%	-0.3%	0.5%	6.7%	9.1%	
Communication Services	6.1%	5.8%	-0.7%	4.2%	3.9%	
Utilities	-2.5%	-5.1%	-4.7%	0.1%	-2.1%	
Russell 2000	-0.3%	-1.2%	1.0%	3.2%	4.0%	

Source: LSEG I/B/E/S

### Exhibit 8. 2024Q1 Actual Revenue Growth

## HISTORICAL/CURRENT/FUTURE EARNINGS GROWTH RATES

Exhibit 10. Historical/Current/Future Earnings Growth Rates

Sector	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1
Consumer Discretionary	-35.7%	-53.2%	-4.9%	-10.4%	3.1%	5.3%	8.0%	48.8%	42.1%
Consumer Staples	8.6%	0.5%	-2.9%	-24.5%	-10.4%	-4.8%	20.8%	33.6%	0.9%
Energy	134.2%	-44.0%	-23.7%	-34.1%	-35.7%	0.2%	0.3%	21.8%	32.8%
Financials	9.5%	3.8%	-5.1%	-10.5%	-6.5%	0.6%	5.6%	18.1%	12.0%
Health Care	-2.6%	16.9%	1.3%	-5.5%	24.7%	35.4%	33.6%	37.6%	17.4%
Industrials	-14.2%	-2.7%	-0.5%	8.7%	15.6%	-2.0%	25.6%	22.3%	33.0%
Materials	-23.7%	-39.4%	-21.4%	-20.7%	-42.1%	-19.2%	10.0%	20.0%	77.2%
Real Estate	-51.1%	-10.2%	25.4%	15.8%	22.7%	41.9%	11.5%	15.3%	1.3%
Technology	18.5%	303.0%	-7.9%	34.3%	-3.3%	-7.7%	24.2%	15.8%	18.2%
Communication Services	-107.7%	25389.9%	-53.6%	-142.8%	-79.0%	-93.9%	130.7%	359.3%	171.4%
Utilities	-5.7%	-12.5%	24.7%	-19.3%	13.2%	5.3%	11.5%	18.4%	-5.2%
Russell 2000	-12.2%	-16.9%	-9.4%	-18.9%	-0.7%	14.4%	35.9%	54.8%	34.1%
Russell 2000 Ex-Energy	-27.4%	-8.5%	-4.8%	-14.1%	12.6%	17.8%	46.4%	62.9%	34.4%

Source: LSEG I/B/E/S

# CURRENT/FUTURE SHARE-WEIGHTED EARNINGS

Exhibit 11. Current/Future Share-Weighted Earnings (\$B's)

Sector	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025
Consumer Discretionary	2.62	3.86	4.57	5.01	16.1	19.4
Consumer Staples	0.89	0.90	0.85	0.83	3.5	3.3
Energy	3.37	3.77	4.55	4.66	16.6	20.3
Financials	7.95	7.90	8.28	8.71	33.7	38.3
Health Care	-6.40	-5.57	-5.44	-4.64	-21.9	-15.8
Industrials	3.62	4.75	5.83	5.44	19.4	22.8
Materials	0.95	1.39	1.86	1.66	6.1	7.6
Real Estate	2.33	2.77	2.74	2.66	10.5	11.3
Technology	2.47	2.17	2.75	3.56	11.0	14.3
Communication Services	-0.19	0.04	0.28	1.11	1.4	1.1
Utilities	1.30	0.44	0.67	0.94	3.4	3.0
Russell 2000	18.89	22.42	26.96	29.96	99.9	125.6

Source: LSEG I/B/E/S

# HISTORICAL/CURRENT/FUTURE REVENUE GROWTH RATES

Exhibit 12. Historical/Current/Future Revenue Growth Rates

Sector	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1
Consumer Discretionary	-2.0%	-2.6%	-3.4%	-2.5%	-0.5%	0.6%	4.3%	4.5%	5.1%
Consumer Staples	3.4%	0.0%	-1.5%	-5.2%	-4.1%	-1.6%	-0.9%	2.4%	3.6%
Energy	15.9%	-21.4%	-10.5%	-6.3%	-5.4%	3.1%	-1.3%	-0.3%	6.9%
Financials	5.1%	5.6%	5.7%	3.9%	5.4%	4.0%	4.8%	11.5%	7.1%
Health Care	3.2%	9.4%	6.2%	7.4%	6.6%	2.3%	5.5%	7.1%	7.0%
Industrials	5.3%	2.0%	0.7%	1.4%	1.6%	2.0%	5.9%	6.8%	6.5%
Materials	-2.8%	-11.2%	-8.6%	-3.7%	-6.1%	-2.3%	5.8%	7.1%	6.9%
Real Estate	-9.7%	-15.2%	-10.3%	-5.7%	-9.3%	-1.5%	4.5%	5.7%	6.9%
Technology	3.9%	0.0%	-5.3%	-4.1%	-0.3%	2.3%	9.1%	12.9%	13.7%
Communication Services	-7.3%	-6.0%	-6.6%	1.3%	6.1%	5.6%	9.7%	4.3%	1.8%
Utilities	12.0%	-0.6%	-7.1%	-10.6%	-2.5%	0.9%	6.8%	6.7%	5.8%
Russell 2000	2.9%	-3.5%	-2.8%	-1.4%	-0.3%	1.5%	4.5%	6.0%	6.6%
Russell 2000 Ex-Energy	1.4%	-0.8%	-1.7%	-0.7%	0.4%	1.3%	5.3%	6.9%	6.6%

# CURRENT/FUTURE REVENUE

### Exhibit 13. Current/Future Revenue (\$B'S)

Sector	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025
Consumer Discretionary	90.6	96.7	98.9	102.0	365.0	393.1
Consumer Staples	29.4	30.0	29.2	28.7	107.4	80.4
Energy	49.5	51.6	54.4	54.0	198.0	218.5
Financials	42.7	43.2	44.2	45.4	165.8	179.3
Health Care	32.7	32.8	33.2	35.9	128.9	146.8
Industrials	96.5	103.2	107.0	104.0	382.6	400.7
Materials	27.0	29.1	30.1	29.4	110.2	116.4
Real Estate	15.6	17.8	17.9	17.6	64.7	73.5
Technology	36.9	38.9	40.5	43.0	150.0	161.7
Communication Services	18.5	19.0	19.3	20.8	72.5	73.9
Utilities	9.5	6.3	6.5	7.3	28.7	29.6
Russell 2000	448.9	468.6	481.2	488.2	1,773.8	1,873.9

Source: LSEG I/B/E/S

# 2023Q4 REPORTED RESULTS

#### Exhibit 14. Blended (Reported & Estimated) Quarterly Earnings Growth for 2023Q4

Sector	Final	1 Jan	1 Oct	1 Jul	
Consumer Discretionary	-10.4%	-2.9%	15.7%	18.1%	
Consumer Staples	-24.5%	-29.3%	-8.2%	2.8%	
Energy	-34.1%	-28.9%	-16.6%	-13.3%	
Financials	-10.5%	-9.6%	-2.8%	3.8%	
Health Care	-5.5%	14.7%	13.5%	14.8%	
Industrials	8.7%	-5.4%	5.1%	16.1%	
Materials	-20.7%	-9.0%	12.3%	126.3%	
Real Estate	15.8%	22.6%	31.3%	24.3%	
Technology	34.3%	-2.8%	12.0%	25.8%	
Communication Services	-142.8%	-77.9%	-44.1%	-39.2%	
Utilities	-19.3%	4.5%	5.1%	0.2%	
Russell 2000	-18.9%	-10.9%	4.7%	15.2%	

Source: LSEG I/B/E/S

# THE QUARTERLY OUTLOOK FOR THE RUSSELL 2000 EARNINGS

Exhibit 15. Blended (Reported & Estimated) Quarterly Earnings Growth for 2024Q1

Sector	Today	1 Apr	1 Jan	1 Oct	
Consumer Discretionary	3.1%	-10.3%	25.3%	40.9%	
Consumer Staples	-10.4%	-24.4%	-15.9%	-15.1%	
Energy	-35.7%	-36.1%	-14.5%	-1.1%	
Financials	-6.5%	-7.8%	-5.3%	-3.2%	
Health Care	24.7%	24.0%	27.2%	21.0%	
Industrials	15.6%	0.7%	15.5%	23.0%	
Materials	-42.1%	-39.1%	-16.6%	3.3%	
Real Estate	22.7%	13.3%	19.8%	30.6%	
Technology	-3.3%	-30.5%	-2.0%	19.2%	
Communication Services	-79.0%	-146.3%	55.4%	567.0%	
Utilities	13.2%	8.5%	7.3%	6.9%	
Russell 2000	-0.7%	-11.4%	12.2%	23.0%	

### Exhibit 16. Estimated Earnings Growth for 2024Q2

Sector	Today	1 Apr	1 Jan	1 Oct	1 Jul
Consumer Discretionary	5.3%	10.8%	21.3%	31.1%	40.9%
Consumer Staples	-4.8%	6.8%	4.6%	10.3%	24.0%
Energy	0.2%	4.2%	26.9%	34.8%	20.4%
Financials	0.6%	2.8%	6.2%	9.1%	10.7%
Health Care	35.4%	33.7%	25.7%	22.2%	17.3%
Industrials	-2.0%	9.1%	14.3%	22.5%	28.1%
Materials	-19.2%	-5.4%	8.4%	20.5%	11.6%
Real Estate	41.9%	16.9%	3.2%	10.3%	13.8%
Technology	-7.7%	2.7%	13.1%	25.4%	65.6%
Communication Services	-93.9%	-68.0%	-44.9%	-21.6%	381.5%
Utilities	5.3%	11.7%	17.3%	19.6%	13.7%
Russell 2000	14.4%	20.4%	24.6%	32.9%	38.8%

Source: LSEG I/B/E/S

### Exhibit 17. Estimated Earnings Growth for 2024Q3

Sector	Today	1 Apr	1 Jan	1 Oct
Consumer Discretionary	8.0%	7.1%	11.4%	41.4%
Consumer Staples	20.8%	26.8%	23.1%	30.8%
Energy	0.3%	2.4%	14.3%	23.8%
Financials	5.6%	7.6%	9.9%	12.5%
Health Care	33.6%	30.8%	20.1%	17.7%
Industrials	25.6%	31.6%	32.8%	41.7%
Materials	10.0%	13.1%	19.7%	31.6%
Real Estate	11.5%	10.8%	9.7%	12.7%
Technology	24.2%	38.1%	32.6%	64.3%
Communication Services	130.7%	144.0%	156.4%	3797.1%
Utilities	11.5%	10.5%	7.9%	10.6%
Russell 2000	35.9%	39.4%	36.3%	44.9%

Source: LSEG I/B/E/S

### Exhibit 18. Estimated Earnings Growth for 2024Q4

Sector	Today	1 Apr	Jan 1
Consumer Discretionary	48.8%	40.0%	32.5%
Consumer Staples	33.6%	29.6%	35.7%
Energy	21.8%	23.7%	27.7%
Financials	18.1%	21.3%	19.6%
Health Care	37.6%	31.5%	22.8%
Industrials	22.3%	27.1%	45.0%
Materials	20.0%	19.2%	42.3%
Real Estate	15.3%	22.2%	10.3%
Technology	15.8%	22.9%	60.9%
Communication Services	359.3%	379.6%	237.3%
Utilities	18.4%	13.1%	-4.7%
Russell 2000	54.8%	54.3%	46.8%

#### Exhibit 19. Estimated Earnings Growth for 2025Q1

Sector	Today	1 Apr
Consumer Discretionary	42.1%	41.5%
Consumer Staples	0.9%	15.9%
Energy	32.8%	33.6%
Financials	12.0%	14.2%
Health Care	17.4%	20.2%
Industrials	33.0%	47.4%
Materials	77.2%	60.8%
Real Estate	1.3%	7.2%
Technology	18.2%	74.0%
Communication Services	171.4%	1918.3%
Utilities	-5.2%	7.8%
Russell 2000	34.1%	44.1%

Source: LSEG I/B/E/S

# THE CALENDAR YEAR OUTLOOK FOR RUSSELL 2000 EARNINGS

Exhibit 20. Estimated Earnings Growth for 2024

Sector	Today	1 Apr	1 Jan	1 Oct	1 Jul	
Consumer Discretionary	15.5%	12.7%	21.2%	33.9%	31.4%	
Consumer Staples	8.4%	6.0%	9.8%	10.2%	22.7%	
Energy	-4.0%	-2.6%	9.9%	18.7%	17.3%	
Financials	3.0%	4.5%	6.0%	8.0%	8.9%	
Health Care	29.9%	25.7%	25.3%	24.0%	20.4%	
Industrials	14.0%	17.6%	27.3%	32.2%	30.3%	
Materials	-24.0%	-21.0%	9.0%	23.4%	17.1%	
Real Estate	22.5%	17.5%	10.2%	15.9%	15.7%	
Technology	7.5%	7.7%	25.0%	35.1%	34.6%	
Communication Services	309.4%	318.7%	1620.8%	115.3%	163.8%	
Utilities	13.8%	9.7%	4.1%	5.6%	5.4%	
Russell 2000	21.5%	20.4%	28.9%	35.4%	33.4%	

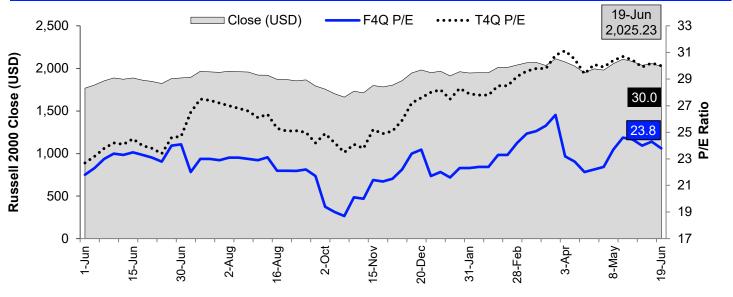
Source: LSEG I/B/E/S

#### Exhibit 21. Estimated Earnings Growth for 2025

Sector	Today	1 Apr		
Consumer Discretionary	25.8%	24.6%		
Consumer Staples	18.8%	19.3%		
Energy	22.5%	21.0%		
Financials	15.4%	14.8%		
Health Care	24.5%	26.5%		
Industrials	32.1%	30.0%		
Materials	38.8%	27.2%		
Real Estate	7.7%	8.9%		
Technology	39.6%	43.8%		
Communication Services	-19.8%	-3.9%		
Utilities	4.2%	8.4%		
Russell 2000	32.6%	32.5%		

### Russell 2000 History

Exhibit 22. Russell 2000 Composite (.RUT) Three Month Close and Forward 4 QTR (F4Q) & Trailing 4 QTR (T4Q) P/E History



Source: LSEG I/B/E/S

# RUSSELL 2000 VALUATION METRICS

Exhibit 23. Valuation Metrics

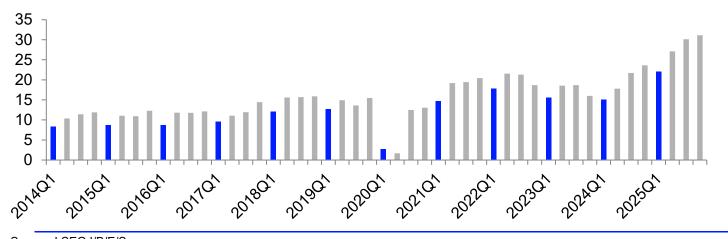
	Last	Trailing	Trailing	Forward	Forward
Index	Close	Total	P/E	Total	P/E
Russell 2000 (.RUT)	2,025.23	67.56	30.0	85.05	23.8

Source: LSEG I/B/E/S

### QUARTERLY REPORTED RESULTS AND FUTURE EXPECTATIONS Exhibit 24. Industry Analyst Estimates - Russell 2000 Bottom Up (\$/share)

Year	1Q	2Q	3Q	4Q	CY
2010	4.76	7.11	8.39	8.31	27.97
2011	6.52	8.69	9.22	8.77	34.71
2012	8.28	9.70	10.19	9.65	36.81
2013	8.83	10.39	10.20	9.97	39.39
2014	8.33	10.36	11.40	11.87	41.32
2015	8.75	11.04	10.94	12.27	43.28
2016	8.68	11.80	11.79	12.13	43.57
2017	9.61	11.05	11.94	14.45	44.92
2018	12.03	15.58	15.67	15.89	59.02
2019	12.66	14.92	13.59	15.48	49.60
2020	2.72	1.66	12.49	13.04	7.06
2021	14.67	19.20	19.43	20.41	67.71
2022	17.84	21.54	21.29	18.69	71.99
2023	15.50	18.53	18.69	16.01	66.40
2024	15.05	17.78	21.69	23.60	78.44
2025	22.05	27.08	30.12	31.11	104.66
2026					116.72

### Exhibit 25. Russell 2000 Bottom Up (\$'s/Share)



Source: LSEG I/B/E/S

Exhibit 26. Actual vs. Earnings Estimates (Above/Below) and Surprise Factors

Sector	24Q1	23Q4	23Q3	23Q2	23Q1	22Q4	22Q3	22Q2	22Q1
Consumer Discretionary Surprise %	19.1%	-3.4%	13.3%	23.1%	15.3%				
Above	60.5%	47.4%	60.4%	67.1%	62.4%	56.8%	58.7%	57.7%	68.2%
Below	39.0%	46.9%	35.4%	25.2%	34.3%	39.6%	38.1%	40.2%	28.5%
Consumer Staples Surprise %	16.4%	3.6%	6.1%	12.5%	19.0%				
Above	69.6%	60.4%	54.3%	72.5%	72.5%	57.9%	56.1%	58.7%	70.2%
Below	28.3%	31.3%	37.0%	21.6%	25.5%	40.4%	38.6%	34.9%	28.1%
Energy Surprise %	4.7%	6.2%	0.3%	-2.7%	12.4%				
Above	52.1%	44.2%	45.3%	45.3%	60.0%	52.9%	58.0%	65.6%	56.3%
Below	38.5%	48.4%	51.6%	52.6%	36.8%	43.7%	38.6%	34.4%	37.5%
Financials Surprise %	3.6%	-1.2%	2.0%	0.1%	-2.8%				
Above	59.9%	54.1%	63.1%	54.2%	53.8%	47.0%	57.4%	61.9%	66.4%
Below	33.0%	41.3%	32.3%	37.7%	42.5%	48.5%	36.3%	31.9%	29.2%
Health Care Surprise %	8.1%	-15.5%	6.8%	7.2%	1.3%				
Above	55.7%	50.0%	63.6%	60.7%	55.5%	59.3%	58.8%	46.7%	44.5%
Below	40.2%	43.5%	31.3%	34.3%	37.8%	35.9%	35.6%	47.2%	50.1%
Industrials Surprise %	15.2%	19.5%	13.1%	11.5%	24.4%				
Above	63.3%	65.2%	68.7%	60.5%	69.7%	58.8%	63.9%	64.1%	72.1%
Below	30.6%	30.8%	27.8%	33.3%	24.9%	36.9%	31.4%	31.9%	24.2%
Materials Surprise %	1.3%	5.3%	7.9%	3.7%	15.1%				
Above	55.9%	56.1%	47.1%	56.7%	55.9%	44.6%	52.2%	58.2%	69.0%
Below	38.2%	40.9%	48.5%	35.8%	42.6%	55.4%	44.8%	35.8%	25.9%
Real Estate Surprise %	10.2%	-13.6%	-3.3%	5.1%	2.4%				
Above	59.8%	52.8%	54.4%	60.4%	52.1%	50.5%	46.5%	64.4%	67.0%
Below	21.8%	33.7%	21.1%	25.3%	33.0%	29.3%	43.4%	24.8%	19.6%
Technology Surprise %	35.7%	28.5%	10.3%	33.6%	53.3%				
Above	67.0%	65.3%	66.2%	72.4%	68.0%	69.0%	70.6%	72.8%	70.6%
Below	27.0%	27.6%	25.5%	18.7%	23.3%	27.5%	20.9%	19.8%	23.9%
Communication Services Surprise %	26.0%	-135.9%	-703.3%	184.8%	40.0%				
Above	52.2%	53.0%	52.2%	71.4%	57.6%	54.2%	37.8%	44.0%	56.3%
Below	44.8%	42.4%	39.1%	21.4%	36.4%	41.7%	55.4%	51.2%	37.5%
Utilities Surprise %	4.9%	-18.6%	16.3%	-3.7%	1.7%				
Above	53.6%	46.4%	64.3%	53.6%	51.7%	67.9%	42.9%	58.6%	48.1%
Below	42.9%	46.4%	28.6%	39.3%	44.8%	32.1%	57.1%	34.5%	48.1%
Russell 2000 Surprise %	18.0%	-1.7%	6.8%	15.8%	16.1%				
Above	59.6%	54.8%	61.5%	61.2%	60.0%	56.2%	58.4%	58.2%	61.1%
Below	34.7%	39.2%	32.4%	31.8%	34.4%	39.0%	36.0%	36.4%	33.8%

# Exhibit 27. Actual vs. Revenue Estimates (Above/Below) and Surprise Factors

Sector	24Q1	23Q4	23Q3	23Q2	23Q1	22Q4	22Q3	22Q2	22Q1
Consumer Discretionary Surprise %	0.6%	0.2%	0.3%	2.4%	2.3%				
Above	50.5%	56.7%	52.4%	61.9%	70.5%	66.8%	67.1%	61.3%	71.7%
Below	49.5%	43.3%	47.6%	38.1%	29.5%	33.2%	32.9%	38.7%	27.8%
Consumer Staples Surprise %	-1.9%	-4.0%	-1.9%	-0.6%	0.5%				
Above	51.1%	56.3%	47.8%	58.0%	64.7%	71.9%	63.2%	71.0%	76.4%
Below	48.9%	43.8%	52.2%	42.0%	35.3%	28.1%	36.8%	29.0%	23.6%
Energy Surprise %	2.2%	4.1%	5.3%	-0.2%	6.3%				
Above	55.3%	56.8%	58.5%	48.9%	66.7%	72.4%	71.8%	90.0%	75.6%
Below	43.6%	42.1%	40.4%	50.0%	32.3%	27.6%	28.2%	10.0%	24.4%
Financials Surprise %	2.4%	-1.3%	4.0%	-0.7%	0.0%				
Above	47.0%	46.3%	48.8%	45.5%	36.1%	48.0%	64.5%	65.9%	51.4%
Below	53.0%	53.7%	51.2%	54.5%	63.6%	52.0%	35.5%	33.8%	48.6%
Health Care Surprise %	3.6%	2.4%	2.1%	4.6%	4.0%				
Above	48.1%	49.5%	45.8%	52.2%	54.0%	51.4%	46.6%	43.8%	46.2%
Below	27.5%	27.8%	29.2%	22.3%	23.0%	30.6%	34.6%	30.5%	28.4%
Industrials Surprise %	1.1%	0.4%	0.6%	0.8%	2.6%				
Above	61.5%	56.2%	57.4%	58.1%	67.4%	61.4%	65.5%	74.0%	77.9%
Below	37.7%	42.6%	41.8%	40.7%	31.8%	38.2%	34.5%	26.0%	22.1%
Materials Surprise %	1.0%	2.2%	-2.0%	-1.4%	2.2%				
Above	47.0%	60.3%	24.6%	29.7%	64.1%	40.0%	54.8%	76.3%	78.2%
Below	50.0%	39.7%	72.3%	67.2%	32.8%	60.0%	45.2%	23.7%	21.8%
Real Estate Surprise %	1.1%	2.4%	0.9%	2.0%	6.5%				
Above	65.2%	67.8%	59.6%	66.3%	66.7%	65.3%	74.7%	70.6%	76.3%
Below	34.8%	32.2%	40.4%	33.7%	33.3%	34.7%	25.3%	29.4%	23.7%
Technology Surprise %	0.5%	0.3%	-0.6%	0.7%	1.5%				
Above	72.1%	66.3%	62.7%	66.0%	74.8%	69.5%	70.5%	71.3%	78.2%
Below	27.4%	33.2%	36.8%	33.0%	24.8%	30.5%	29.5%	28.7%	21.8%
Communication Services Surprise %	0.2%	1.4%	-0.6%	0.0%	0.7%				
Above	68.7%	69.7%	58.0%	60.0%	68.7%	68.5%	60.0%	60.0%	63.1%
Below	31.3%	30.3%	40.6%	38.6%	29.9%	30.1%	40.0%	40.0%	36.9%
Utilities Surprise %	-1.1%	-10.8%	-8.6%	-1.0%	11.9%				
Above	51.9%	25.9%	44.4%	57.1%	64.3%	75.0%	85.7%	75.9%	81.5%
Below	48.1%	74.1%	55.6%	42.9%	35.7%	25.0%	14.3%	24.1%	18.5%
Russell 2000 Surprise %	1.1%	0.5%	0.9%	0.9%	2.8%				
Above	54.9%	54.9%	51.8%	54.8%	59.6%	59.1%	62.4%	62.7%	63.5%
Below	39.4%	40.0%	42.3%	39.0%	34.9%	36.6%	33.3%	30.2%	29.5%

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