

Figure 11: S&P EPS Model by industry (2 of 2)

	2005A	2006A	2007A	2008A	2009A	2010A	2011A	2012A	2013A	2014A	y/y	2015E	y/y	2016E	y/y	2015E	y/y	2016E	y/y	Normalized 2015			
	2007 - 2014 shown below is aggregate net income, 2014 y/y is EPS growth																						
INDUSTRIALS (\$bn)	63.2	71.0	83.9	75.3	61.7	73.8	88.2	94.3	102.5	113.4	11%	116.3	2.6%	121.5	4.4%	115.0	1.4%	117.0	1.7%	112.2	96%		
Aerospace & Defense	13,997	16,143	21,089	21,283	17,753	20,532	23,118	23,181	26,449	29,332	11%	29,413	0.3%	31,789	8.1%	29,300	-0.1%	31,000	5.8%	29,300	100%		
Air Freight & Logistics	4,924	5,553	5,754	4,721	3,452	4,752	5,745	5,984	5,992	6,361	6%	7,413	16.5%	8,258	11.4%	7,300	14.8%	7,800	6.8%	7,300	100%		
Airlines	(2,983)	(3,940)	1,464	(2,835)	(3,356)	2,591	1,563	2,400	5,724	10,010	75%	17,091	70.7%	14,805	-13.4%	17,000	69.8%	15,000	-12%	15,300	90%		
Building Products	958	882	659	109	25	56	7	112	474	599	26%	684	14.3%	845	23.4%	700	16.9%	750	7.1%	700	100%		
Commercial Services & Supplies	5,897	5,114	3,296	3,580	3,277	3,612	3,650	3,396	3,645	3,839	5%	4,013	4.5%	4,289	6.9%	4,000	4.2%	4,200	5.0%	4,000	100%		
Construction & Engineering	414	546	844	1,242	1,176	867	1,062	1,396	1,390	1,525	10%	1,296	-15.0%	1,394	7.6%	1,300	-14.7%	1,300	0.0%	1,225	95%		
Electrical Equipment	3,025	3,631	4,029	4,111	2,687	3,835	4,848	5,051	5,821	6,174	6%	5,723	-7.3%	5,757	0.6%	5,500	-10.9%	5,500	0.0%	5,225	95%		
Industrial Conglomerates	22,232	24,932	27,201	22,830	15,318	17,891	20,887	22,656	23,844	24,285	2%	21,279	-12.4%	24,367	14.5%	21,000	-12.5%	22,100	5.2%	21,000	100%		
Machinery	10,111	11,980	12,641	12,380	6,747	11,764	17,511	18,886	18,710	17,199	3%	15,350	-10.7%	14,752	-3.9%	15,000	-12.8%	14,500	-3.3%	14,250	95%		
Professional Services	713	797	882	857	(90)	920	1,324	1,557	1,744	2,006	15%	2,160	7.7%	2,410	11.6%	2,100	4.7%	2,300	9.5%	2,100	100%		
Road & Rail	3,215	4,616	5,085	6,060	4,215	6,264	7,848	8,280	9,002	10,146	13%	9,834	-3.1%	10,675	8.5%	9,900	-2.4%	10,500	6.1%	9,900	100%		
Trading Companies & Distributors	863	790	908	928	495	728	1,080	1,427	1,689	1,963	16%	2,088	6.9%	2,171	4.0%	1,900	-3.2%	2,000	5.3%	1,900	100%		
INFORMATION TECHNOLOGY (\$bn)	83.6	97.8	121.4	122.1	106.6	161.4	176.2	186.7	193.1	209.8	9%	224.1	6.8%	243.3	8.6%	226.0	7.3%	239.0	6.2%	225.0	100%		
Communications Equipment	11,360	13,448	13,708	13,448	12,992	15,777	17,039	18,953	21,367	21,413	0%	21,374	-0.2%	22,026	3.1%	21,600	0.9%	22,500	4.2%	21,600	100%		
Technology Hardware, Storage & Peripherals	17,783	26,262	38,703	38,380	21,589	34,033	47,528	57,598	53,981	58,701	9%	70,219	19.6%	75,362	7.3%	70,800	20.6%	76,000	5.9%	70,800	100%		
Electronic Equipment, Instruments & Compon	1,454	1,961	3,616	3,808	3,000	4,828	4,530	3,754	3,780	4,304	14%	4,179	-2.9%	4,510	7.9%	4,100	-4.7%	4,400	7.3%	4,100	100%		
Internet Software & Services	3,551	5,162	7,128	8,466	9,197	11,789	13,955	16,088	19,854	24,308	22%	25,112	3.3%	29,979	19.4%	25,500	4.9%	28,600	12.2%	25,500	100%		
IT Services	14,226	16,461	18,598	21,833	23,225	27,369	30,354	31,272	35,794	36,653	2%	38,022	3.7%	41,148	8.2%	38,000	3.7%	40,300	6.1%	38,000	100%		
Semiconductors & Semiconductor Equipment	15,276	13,172	14,879	9,832	8,183	23,992	23,937	19,351	20,165	27,382	36%	27,838	1.7%	29,248	5.1%	27,500	0.4%	28,500	3.6%	27,500	100%		
Software	19,948	21,096	24,800	26,316	27,394	33,620	37,905	38,660	38,190	36,992	-3%	37,325	0.9%	41,026	9.9%	37,500	1.4%	39,700	5.8%	37,500	100%		
MATERIALS (\$bn)	17.4	21.2	24.8	21.0	13.2	24.9	31.7	29.2	30.5	32.7	7%	30.8	-6.5%	34.3	12.0%	30.3	-7.5%	32.5	7.3%	31.4	104%		
Chemicals	11,063	12,009	13,313	12,173	8,405	15,424	20,512	20,796	22,693	24,473	8%	24,522	0.2%	26,357	7.5%	24,500	0.1%	25,700	4.9%	24,500	100%		
Construction Materials	526	709	716	360	102	(6)	(26)	46	128	333	160%	532	59.6%	884	62.3%	500	50.1%	600	20.0%	500	100%		
Containers & Packaging	1,070	1,081	1,516	1,559	1,328	1,438	1,297	1,296	1,444	2,193	52%	2,151	-1.9%	2,343	9.0%	2,200	0.3%	2,300	4.5%	2,200	100%		
Metals & Mining	4,204	6,786	8,338	6,108	2,995	7,168	8,540	5,858	4,819	4,469	-7%	1,857	-58.4%	3,054	64.4%	1,500	-66.4%	2,300	53.3%	2,625	175%		
Paper & Forest Products	516	630	950	843	371	878	1,332	1,155	1,401	1,280	-9%	1,554	21.4%	1,665	7.2%	1,600	25.0%	1,600	0.0%	1,600	100%		
TELECOMMUNICATION SERVICES (\$bn)	13.9	16.0	26.4	27.0	21.8	23.2	22.4	23.9	25.1	30.7	22%	33.7	9.8%	34.9	3.4%	33.5	9.1%	32.5	-2.0%	33.5	100%		
UTILITIES (\$bn)	21.4	23.4	25.9	26.9	28.6	28.2	29.5	29.8	30.4	33.2	9%	33.2	-0.1%	34.4	3.7%	33.5	0.7%	34.5	2.1%	33.5	100%		
Electric Utilities	12,373	13,646	15,204	15,261	14,857	16,442	17,508	17,984	18,830	19,691	5%	19,889	1.0%	20,402	2.6%	20,000	1.6%	20,500	2.5%	20,000	100%		
Gas Utilities	194	213	211	208	223	238	236	290	304	563	85%	356	-36.7%	365	2.5%	350	-37.6%	375	7.1%	350	100%		
Independent Power and Renewable Electricity	772	1,053	1,260	1,959	1,670	1,178	1,138	986	555	1,085	96%	979	-9.8%	1,033	5.6%	1,000	-8%	1,100	10.0%	1,000	100%		
Multi-Utilities	8,057	8,406	9,176	9,449	9,888	10,358	10,805	10,544	10,741	11,879	11%	11,968	0.8%	12,615	5.4%	12,100	1.9%	12,500	3.3%	12,100	100%		

Source: Deutsche Bank, IBES
2007 - 2014 shown below is aggregate net income, 2014 y/y is EPS growth

