



## Earnings Distortion Scorecard: Week of 3/9/20-3/13/20

For the week of 3/9/20-3/13/20, we focus on the [Earnings Distortion Scores](#) for 19 companies.

Our proprietary measure of [earnings distortion](#) (as featured on [CNBC Squawk Box](#)) leverages cutting-edge ML technology featured in [Core Earnings: New Data & Evidence](#). This paper empirically concludes that our adjusted core earnings are superior to:

1. “Street Earnings” from Refinitiv’s IBES, owned by Blackstone (BX) and Thomson Reuters (TRI), and
2. “Income Before Special Items” from Compustat, owned by S&P Global (SPGI)

Get the best fundamental research

The paper also shows that investors with [better earnings](#) research have a clear advantage in predicting:

1. Future earnings (Section 3.4)
2. Future stock prices (Section 4.3)

Our Earnings Distortion Scores<sup>1</sup> empower investors to make smarter investments with superior data as well as defend against management efforts to obfuscate financial performance. Earnings distortion for the overall market recently reached [levels not seen since right before the tech bubble](#) and the financial crisis.

### Weekly Earnings Distortion Insights

Figure 1 contains the 15 largest (by market cap) companies that earn a “Strong Beat”, “Beat”, or “Miss” Earnings Distortion Score and are expected to report the week of March 9, 2020.

**Figure 1: Earnings Distortion Scorecard Highlights: Week of 3/9/20-3/13/20**

Company	Ticker	EPS Estimate	Expected Earnings Date	Earnings Distortion Score
Calavo Growers Inc.	CVGW	\$0.45	3/9/20	Beat
ZTO Express Inc.	ZTO	\$0.27	3/10/20	Miss
Dick’s Sporting Goods Inc.	DKS	\$1.22	3/10/20	Miss
Ready Capital Corp	RC	\$0.41	3/10/20	Miss
Northern Oil and Gas Inc.	NOG	\$0.10	3/10/20	Beat
Clean Energy Fuels Corp	CLNE	\$0.12	3/10/20	Miss
Semtech Corp	SMTC	\$0.37	3/11/20	Miss
Adobe Inc.	ADBE	\$2.23	3/12/20	Miss
Ulta Beauty Inc.	ULTA	\$3.74	3/12/20	Miss
Jabil Inc.	JBL	\$0.72	3/12/20	Beat
RadNet Inc.	RDNT	\$0.15	3/12/20	Miss
Adecoagro SA	AGRO	\$0.25	3/12/20	Beat
Zumiez Inc.	ZUMZ	\$1.30	3/12/20	Miss
Genesco Inc.	GCO	\$2.65	3/12/20	Strong Beat
Buckle Inc.	BKE	\$0.86	3/13/20	Miss

Sources: New Constructs, LLC and company filings

The appendix shows the Earnings Distortion Scores for all the S&P 500 companies, plus those with market caps greater than \$10 billion, that are expected to report the week of March 9, 2020.

<sup>1</sup> Note that Earnings Distortion scores are also available to clients of our website.



**Details: JBL’s Earnings Distortion**

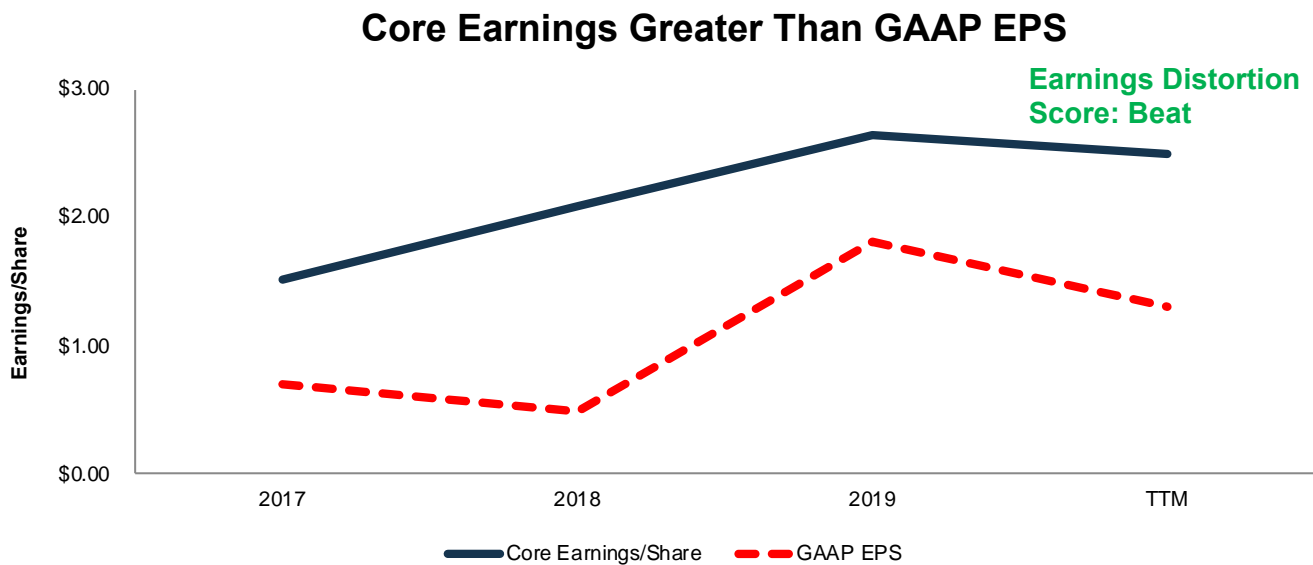
We first featured Jabil Inc. (JBL: \$37/share) as a Long Idea in [April 2019](#). Since then, the stock is up 21% while the S&P 500 is up 15%. Over the trailing twelve months (TTM), JBL had -\$188 million in net earnings distortion that cause earnings to be understated. Notable unusual expenses both [hidden and reported](#) in JBL’s filings include:

- [\\$54 million](#) in expenses related to an increase in fees associated with the firm’s trade accounts receivables sales program – Page 60 2019 10-K
- [\\$53 million](#) in acquisition and integration charges – Page 38 2019 10-K
- [\\$45 million](#) in restructuring and related charges – Page 3 1Q20 10-Q
- [\\$26 million](#) in restructuring and related charges – Page 60 2019 10-K
- [\\$6 million](#) in distressed customer charges – Page 38 2019 10-K

In total, we identified \$1.20/share (92% of GAAP EPS) in net unusual expenses in JBL’s TTM GAAP results. After removing this earnings distortion, JBL’s TTM core earnings of \$2.50/share are significantly higher than GAAP EPS of \$1.30, per Figure 2.

With understated earnings, and a “Beat” Earnings Distortion Score, JBL is likely to beat consensus expectations.

**Figure 2: JBL Core Earnings Vs. GAAP: 2017 – TTM**



Sources: New Constructs, LLC and company filings

Figure 1 shows that JBL is one of 5 companies that earn our “Beat” or “Strong Beat” rating for this week.

**How to Make Money with Earnings Distortion Data**

“Trading strategies that exploit {adjustments provided by New Constructs} produce abnormal returns of 7-to-10% per year.” – Page 1 in [Core Earnings: New Data & Evidence](#)

In Section 4.3, professors from HBS & MIT Sloan present a long/short strategy that holds the stocks with the most understated EPS and shorts the stocks with the most overstated earnings.

This strategy produced abnormal returns of 7-to-10% a year. Click [here](#) for more details on our data offerings.

**We Provide 100% Audit-ability & Transparency**

Clients can audit all of the unusual items used in our calculations in the [Marked-Up Filings section](#) of each of our [Company Valuation models](#). We are 100% transparent about what goes into our research because we want investors to trust our work and see how much goes into building the best earnings quality and valuation models.

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*Disclosure: David Trainer, Kyle Guske II, and Matt Shuler receive no compensation to write about any specific stock, sector, style, or theme.*

*Follow us on [Twitter](#), [Facebook](#), [LinkedIn](#), and [StockTwits](#) for real-time alerts on all our research.*



***Appendix: All Major Companies Expected to Report March 9-13***

Figure 3 shows all the S&P 500 companies, plus those with market caps greater than \$10 billion, that are expected to report the week of March 9, 2020.

**Figure 3: Earnings Distortion Scorecard: Week of 3/9/20-3/13/20**

Company	Ticker	EPS Estimate	Expected Earnings Date	Earnings Distortion Score
Coupa Software Inc.	COUP	\$0.05	3/9/20	In-line
ZTO Express Inc.	ZTO	\$0.27	3/10/20	Miss
Adobe Inc.	ADBE	\$2.23	3/12/20	Miss
Oracle Corp	ORCL	\$0.96	3/12/20	In-line
Broadcom Inc.	AVGO	\$5.34	3/12/20	In-line
Dollar General Corp	DG	\$2.02	3/12/20	In-line
Ulta Beauty Inc.	ULTA	\$3.74	3/12/20	Miss

Sources: New Constructs, LLC and company filings

***Footnotes adjustments matter. We are the ONLY source.***



We provide ratings, models, reports & screeners on U.S. 3,000 stocks, 700 ETFs and 7,000 mutual funds.

**[HBS & MIT Sloan research](#) reveals that:**

- **Markets are inefficiently assessing earnings because no one reads the footnotes.**
- **Corporate managers hide gains/losses in footnotes to manage earnings.**
- **Our technology brings the material footnotes data to market for the first time ever.**

Combining human expertise with NLP/ML/AI technologies ([featured by Harvard Business School](#)), we shine a light in the dark corners (e.g. footnotes) of hundreds of thousands of financial filings to unearth critical details.

The HBS & MIT Sloan paper, [Core Earnings: New Data and Evidence](#), shows how our superior data drives uniquely comprehensive and independent debt and equity research.

This [paper](#) compares our analytics on a mega cap company to other major providers. The Appendix details exactly how we stack up.

**[Learn more.](#)**

Quotes from HBS & MIT Sloan professors on our research:

**Get better research:**

*“...the NC dataset provides a novel opportunity to study the properties of non-operating items disclosed in 10-Ks, and to examine the extent to which the market impounds their implications.” – page 20*

**Pick better stocks:**

*“Trading strategies that exploit cross-sectional differences in firms’ transitory earnings produce abnormal returns of 7-to-10% per year.” – Abstract*

**Avoid losses from using other firms’ data:**

*“...many of the income-statement-relevant quantitative disclosures collected by NC do not appear to be easily identifiable in Compustat...” – page 14*

**Build better models:**

*“Core Earnings [calculated using New Constructs’ novel dataset] provides predictive power for various measures of one-year-ahead performance...that is incremental to their current-period counterparts.” – page 4*

**Exploit market inefficiencies:**

*“These results ... suggest that the adjustments made by analysts and Compustat to better capture core earnings are incomplete. Moreover, the non-core items identified by NC produce a measure of core earnings that is incremental to alternative measures of operating performance in predicting an array of future income measures.” – page 26*

**Fulfill fiduciary duties:**

*“An appropriate measure of accounting performance for purposes of forecasting future performance requires detailed analysis of all quantitative performance disclosures detailed in the annual report, including those reported only in the footnotes and in the MD&A.” – page 33-34*



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