


VISIBLE ALPHA INSIGHTS

USE CASES



visible alpha



Visible Alpha Insights helps investment and investor relations professionals easily access sell-side content and the deepest consensus on the market to best understand the Street's view on a company or peer group. Compare key industry line items across competitors over multiple time periods, quickly identify beats and misses after earnings reports and more in our web platform or with our Excel add-in.

Understand Expectations and Determine Your Position

After performing channel checks, you might believe Tesla will ship 37,000 Model S units in the 2021 fiscal year.

How should you act based on your estimate?

Knowing current market expectations can inform whether you should take a long or short position. Visible Alpha consensus shows forecasted Tesla Model S units shipped at 30.7K, with 20 analysts contributing to that consensus number. This suggests your view is bullish.

The screenshot shows the Visible Alpha interface for Tesla, Inc. (TSLA). The main navigation bar includes 'Home > Sectors & Industries > Consumer Goods > Auto Manufacturers > TSLA > Consensus - Revenue'. The page title is 'Tesla, Inc. (TSLA)'. Below the title, there is a search bar and a 'fx' input field containing '28.1 = AVG(27.5, 26.6, 27.3, 29.1, 32.1, 27.4, 25.0, 26.5, 30.8, 29.0, 33.6, 27.1, 27.0, 27.8, 25.1)'. The main content area is titled 'Automotive Revenue by Vehicle Deliveries' and displays a table with columns for various fiscal years and a 'Consensus' column. The 'Model S - Units(K#)' row is highlighted in yellow, and the 'FY-Dec21E' consensus value of 30.7 is circled in red. A blue question mark icon is visible in the bottom right corner of the table area.

	Qe-SepE	Qe-DecE	FYe-Dec21E	FYe-Dec22E	FYe-Dec23E	FYe-Dec24E	FYe-Dec25E
	Consensus	Consensus	Consensus	Consensus	Consensus	Consensus	Consensus
Automotive Revenue by Vehicle Deliveries							
Model S - Units(K#)	8.1	8.3	30.7	31.6	33.6	34.4	35.2
Model X - Units(K#)	7.8	8.6	29.7	30.6	30.2	33.9	37.5
Model S/X - Units(K#)	16.0	16.8	59.2	61.3	62.4	64.3	68.1
Model 3 - Units(K#)	126.3	134.6	447.6	525.5	572.4	608.7	671.7
Model Y - Units(K#)	56	69	280	464	576	678	814
Model 3/Y - Units(K#)	183.0	202.4	721.3	991.7	1,175.4	1,265.4	1,458.6
Model 25k - Units(K#)						984.4	1,105.0
Roadster - Units(K#)	0.1	0.1	1.1	2.4	3.6	4.5	4.9
Tesla semi truck - Units(K#)	0	0	1	2	5	7	10
Tesla pickup - Units(K#)	0	0	0	25	50	102	205
Cybertruck - Units(K#)				50	104	135	180
Compact - Units(K#)							

Compare Key Operating Metrics Across Relevant Peers and Time Periods

Use one of the 1,500+ pre-built, customizable comp tables on the Insights platform to quickly compare key line items for companies over multiple time periods and easily identify trends.

For example, in the table below, analysts are forecasting a 46.28% YoY growth in total ecommerce revenue for Nike in FY20, but expect Under Armour to perform 1.78% lower than the previous year for the same line item.

The screenshot shows the 'Comp Tables' interface for 'Nike vs Under Armour'. The table displays 'Total revenue - E-commerce' for both companies from 2018 to 2022. The 2020 data for Under Armour is highlighted with a red box, showing a 1.78% decrease from 2019. Nike's 2020 data shows a 54.07% increase from 2019.

Ticker (2)	Company Name	FY End	CY-2018	CY-2019	CY-2020	CY-2021	CY-2022
NKE	NIKE INC	May	35.19%	45.73%	54.07%	25.90%	25.29%
UA	UNDER ARMOUR, INC.	Dec	17.17%	11.41%	(1.78%)	9.79%	16.41%
Average			26.18%	28.57%	26.14%	17.85%	20.85%
Median			26.18%	28.57%	26.14%	17.85%	20.85%

Ticker (2)	Company Name	FY End	CY-2018	CY-2019	CY-2020	CY-2021	CY-2022
NKE	NIKE INC	May	6.07%	(8.92%)	8.56%	9.01%	4.13%
UA	UNDER ARMOUR, INC.	Dec	3.33%	0.79%	(27.80%)	19.18%	2.00%

Elevate Your Post-Earnings Analysis: Identify Beats and Misses on Key Company Metrics

Imagine a company beats revenue and EPS estimates, but the stock is trading down after hours. Quickly identify a potential area of weakness that may have disappointed investors with our surprise analysis tool.

For example, analysts forecasted \$28,120.9 million in net sales for the iPhone before Apple's earnings report in 4QFY20, but the company reported \$26,444 million in iPhone net sales, a 6% departure from consensus.

Home > Sectors & Industries > Technology > Computer Hardware > AAPL > Surprise Analysis

Apple Inc. (AAPL)

fx Export

Search Line Items

Filter by Surprise: Show All

Filter: Search

Show More Periods Show only % Surprise

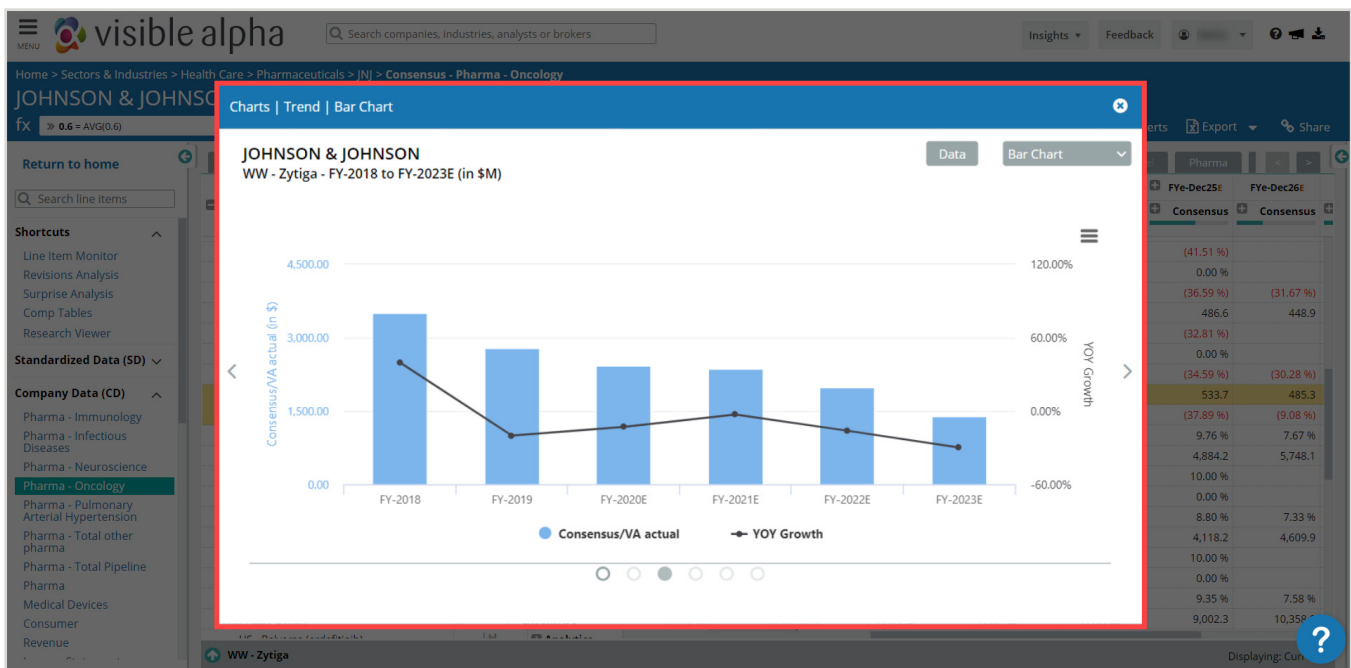
		3QFY-2020			4QFY-2020		
		PreQ	VA Actuals	Surprise	PreQ	VA Actuals	Surprise
Net sales - iPhone	Consensus	276.4	26,411.8	18.6%	28,120.9	26,444.0	(6.0%)
Net sales - iPad	Consensus	336.5	6,582.0	36.1%	6,145.8	6,797.0	10.6%
Net sales - Desktop	Consensus	390.8	1,536.0	10.4%	1,419.1	1,376.3	(3.0%)
Net sales - Notebook	Consensus	324.7	5,605.7	16.2%	6,757.7	7,594.2	12.4%
Net sales - MAC	Consensus	328.2	7,083.8	19.4%	7,885.2	9,031.9	14.5%
Net sales - iPod	Consensus	52.6	42.7	(18.8%)	52.8	61.2	15.9%
Net sales - Apple Watch	Consensus	369.7	2,407.9	16.3%	3,287.6	3,274.2	(0.4%)
Net sales - Accessories	Consensus	160.2	3,931.4	13.6%	4,110.9	4,624.9	14.9%

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Quickly Get Up To Speed On A Company or Industry of Interest

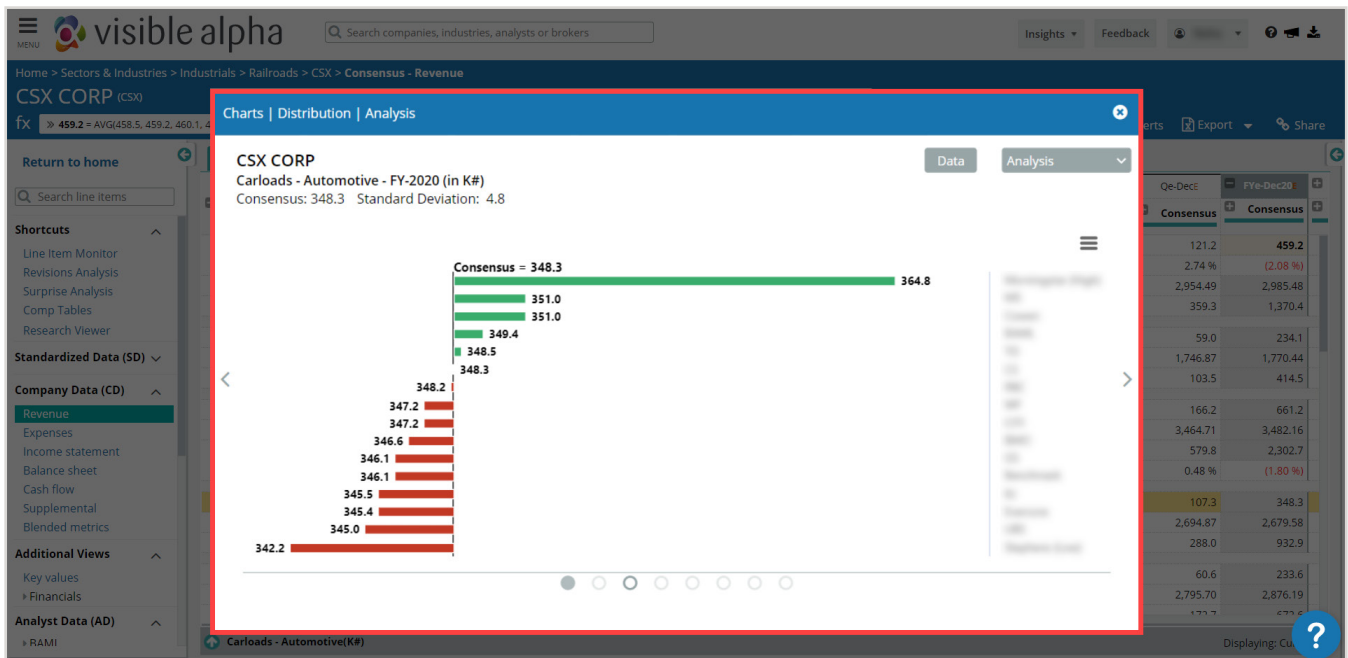
Let's say you're interested in Johnson and Johnson and want to discover and understand the key revenue drivers. Zytiga, one of the company's most prominent drugs in its pharmaceutical segment, has run into generic competition. We can see this impact in the year-over-year growth rates. The drug has decelerating YoY growth since 2019 with the downturn forecasted to continue. With Visible Alpha Insights, you can easily pull in year-over-year growth rates, sequential growth rates and absolute change to quickly understand performance on any key metric.

You can also use the comp tables to quickly initiate coverage with an overview of key industry players and how they're performing.



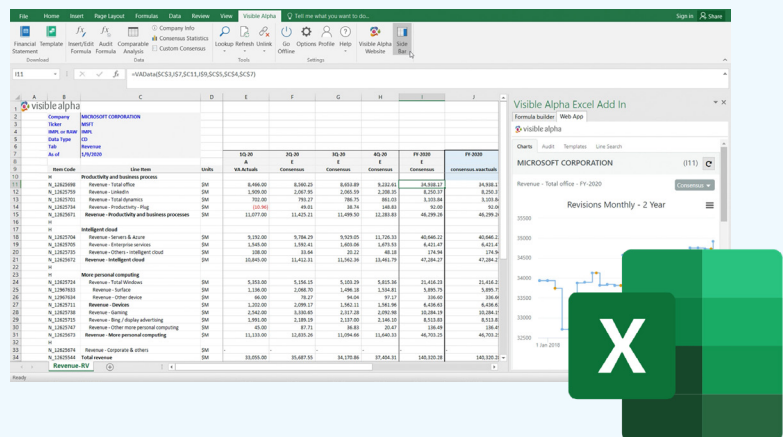
Identify Analysts with Differentiated Views

Leverage detailed, time-stamped broker estimates to identify which analysts have been the best forecasters for specific company line items. Discover which analysts made non-consensus calls before the rest of the Street and turned out to be right.



Data how you want it

Seamlessly embed real-time consensus data directly into your company models, and audit data with full sourcing transparency and calculation logic. Easily identify outlier calls in broker estimates and view revisions over time. In addition, downloadable tear sheets are available to aid you in pre- and post-earnings analysis.



The Future Of Investment Research

Our solutions enhance the buy-side investment research process by extracting meaningful value from key sell-side assets, including consensus models, research, events and interactions.

- **13,500,000+** Total Analyst Line Items Available
- **Expansive Coverage:** 600+ sell-side contributors
- **Deep Coverage:** 700,000+ total consensus line items
- **Global Coverage:** 5,000+ companies under coverage

"I used to spend 5 hours doing research and analysis, now I spend 2 minutes." —Analyst, \$1.5B Directional Hedge Fund

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