# Sabrient®

## Baker's Dozen Portfolios

- 1. Process Overview & Recent Enhancements
- 2. Market Conditions & Performance Review
- 3. Q3 2021 Baker's Dozen Overview
- 4. Market Outlook

#### "Quantamental" GARP\* approach with a forensic accounting overlay

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\* GARP = growth at a reasonable price



Scott Martindale President & CEO



Brent Miller President of Gradient



David Brown Founder & Chief Market Strategist

#### **Sabrient Systems LLC**

Quantitative equity research, rankings, strategies

#### **Gradient Analytics LLC**

Fundamental forensic accounting research

# **Talking Points**

- 1. Sabrient & Gradient form a unique <u>collaboration of engineers and forensic accountants</u> who leverage quantitative models, a <u>process-driven</u> methodology, and expertise in financial statement analysis
- 2. <u>Consistently strong performance</u> 2009–2014, but then market became narrow/news-driven due to rancorous elections, Fed policy uncertainty, trade wars, and social unrest
- 3. <u>Historic performance divergences</u> formed in *Growth over Value* factors and *Large over Small* caps
- 4. We implemented <u>process enhancements</u> in Dec 2019 to make portfolios more "all-weather," primarily by adding a Growth Quality Rank (GQR) to quant model that rewards consistent & reliable earnings history
- 5. Newer portfolios provide exposure to Value & Growth, secular & cyclical growth, and across market caps, resulting in <u>improved performance and lower volatility</u> with some portfolios *substantially outperforming*
- 6. The terminating <u>Q2 2020 Baker's Dozen</u> has underperformed benchmark, but it was constructed during the depths of the pandemic in April 2020 when most companies had <u>poor forward visibility</u>
- 7. We expect <u>continued economic expansion</u>, fiscal and monetary policy support, strong earnings growth
- 8. Given lofty valuations, we expect <u>broadening leadership and performance reversion</u> in Value/Growth and Small/Large, and share price reliance on earnings growth rather than multiple expansion
- 9. Thus, active selection, strategic beta, equal weighting, and the Quality factor should thrive
- 10. This should be <u>favorable for Sabrient's newer GARP portfolios</u> including Small Cap Growth, Dividend, Forward Looking Value, and the **new Q3 2021** *Baker's Dozen* **that launches on 7/20/21**



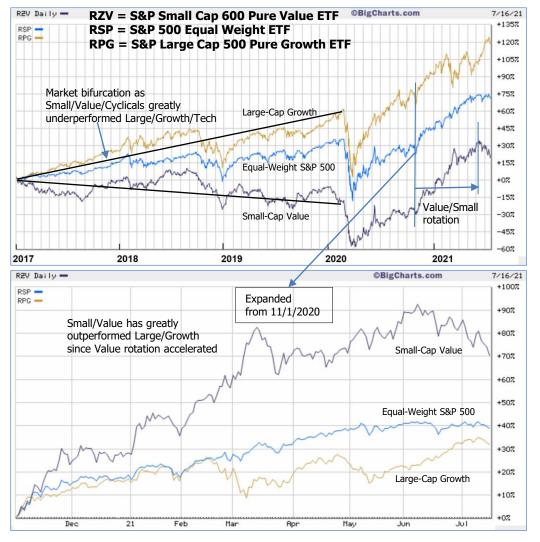
# Sabrient Overview

- > **Sabrient Systems** was founded in 2000 in Santa Barbara, CA:
  - Quantitative fundamentals-based multifactor models
  - Diverse team of engineers/analysts/programmers, led by former NASA engineer (Apollo 11 moon landing) David Brown
  - Numbers-driven; Bottom-up rather than top-down
  - In 2009, introduced quantamental GARP approach to create the Baker's Dozen annual portfolio of 13 top picks
- > **Gradient Analytics** was founded in 1996 in Phoenix, AZ (acquired by Sabrient in 2011):
  - **Fundamental** forensic accounting analysis (earnings quality, anomalous insider behavior)
  - Team of finance & accounting analysts with CFA and CPA credentials
- > The combined team leverages a unique collaboration of engineers and forensic accountants:
  - Engineers bring a process-driven methodology employing a scientific hypothesis-testing approach to build robust quantitative models
  - Forensic accountants bring unique insights into financial statement analysis to evaluate balance sheet strength, accounting practices and sustainability of earnings growth
  - Together we offer quantitative and fundamental equity research, reports, rankings, tools, strategies, portfolios, indexes, and market commentaries



# Market Bifurcation Begins to Converge

Historic divergences between Growth/Value and Large/Small show sustained convergence



The 4½-year chart shows the stark divergence between both Growth/Value and Large/Small.

After the initial "Trump Bump" that briefly boosted Value, Small, and Cyclicals, there was a stark market bifurcation primarily due to trade wars, which only worsened from COVID and economic lockdowns. RPG enjoyed a strong uptrend driven by mega-cap secular-growth Tech, while RZV was mired in a strong downtrend.

This also was *hard on Sabrient's GARP* portfolios.

However, as noted in the top chart and magnified on the bottom chart, there has been a strong rotation into Small caps, Value factor, and Cyclical sectors – i.e., a promising attempt at convergence of the historic Growth/Value and Large/Small divergences. Equal-Weight S&P 500 also has outperformed Large Cap Growth, which indicates strong market breadth.

All of this has been *beneficial to Sabrient's GARP* portfolios.



# Enhancements to Sabrient's GARP process

Starting with December 2019 Baker's Dozen

- 1. Add sector constraints relative to benchmark to reduce relative volatility
  - Still maintains the long-standing overall 30% sector maximum allocation
  - Limits extreme sector "tilts" away from S&P 500 allocations (15-30% range)
- 2. Add new proprietary **Growth Quality Rank (GQR)** to the model
  - Measures:
    - a) Consistency of past and expected earnings growth
    - b) Historical *reliability* of meeting forward estimates (i.e., "surprises")
    - c) Probability that consensus earnings estimates will be achieved
  - Puts <u>secular</u> growth on more equal footing with <u>cyclical</u> growth in rankings
    - a) Secular growth stocks tend to have higher valuations but more consistent EPS growth
    - b) Cyclical growth stocks tend to have lower valuations but more volatile EPS growth



# Sabrient "Quantamental" Approach

1. Quantitative screen to narrow large eligible universe

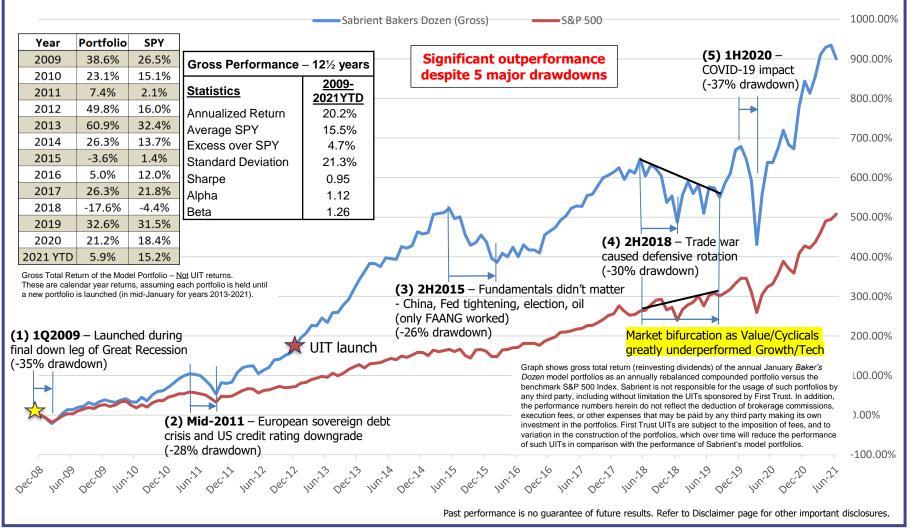
(Forward P/E, Forward EPS growth, dynamics of analyst estimates, EQR, GQR)

- 2. Fundamental analysis to identify top candidates (Still mainly numbers-driven, but not algorithmic)
  - **3. Forensic accounting review** of top candidates (Performed by Sabrient subsidiary Gradient Analytics)
    - 4. Final Stock Selection

(Manual process, adhering to sector concentration limits)

# Baker's Dozen Long-term Performance

January Model Portfolio (gross total return) – rebalanced when new portfolio is published (1/1/2009 inception thru 6/30/2021, end-of-month data points)





## Various GARP Portfolios

- **1.** Baker's Dozen Sabrient's 13 top GARP picks (all caps), published quarterly
- **2. Forward Looking Value** mid-year GARP portfolio of 30-35 stocks (all caps)
- **3. Dividend** 50 stocks, GARP with solid dividends, <u>4-5% yield</u>, quarterly
- **4. Small Cap Growth** 50-stock GARP portfolio, all under \$3.7B cap, quarterly

## Performance Since Process Enhanced in Dec 2019

1) Since launch, and 2) Since the 2020 year-end value rotation commenced on 11/1/20

Baker's Dozen & FLV - Gross performance thru: 6/30/2021

|             | Launch   | Close   | Model<br>Portfolio<br>Gross Return | SPY Return   | Model<br>Portfolio<br>Gross Return | SPY Return    |
|-------------|----------|---------|------------------------------------|--------------|------------------------------------|---------------|
| Portfolio   | Date     | Date    | Since Launch                       | Since Launch | Since 11/1/20                      | Since 11/1/20 |
| Dec 2019 BD | 12/20/19 | 1/20/21 | 21.4%                              | 21.9%        | 23.6%                              | 18.1%         |
| Q1 2020 BD  | 1/20/20  | 4/20/21 | 29.0%                              | 26.9%        | 29.2%                              | 27.2%         |
| Q2 2020 BD  | 4/20/20  |         | 32.4%                              | 55.0%        | 19.6%                              | 32.5%         |
| 2020 FLV    | 7/2/20   |         | 36.9%                              | 39.1%        | 34.3%                              | 32.5%         |
| Q3 2020 BD  | 7/20/20  |         | 46.2%                              | 34.0%        | 45.2%                              | 32.5%         |
| Q4 2020 BD  | 10/20/20 |         | 40.4%                              | 26.0%        | 45.6%                              | 32.5%         |
| Q1 2021 BD  | 1/20/21  |         | 4.4%                               | 12.2%        | N/A                                |               |

Sabrient Dividend - Gross performance thru: 6/30/2021

| Div 30 | 1/3/20   | 17.4% | 36.1% | 47.2% | 32.5% |
|--------|----------|-------|-------|-------|-------|
| Div 31 | 4/1/20   | 89.2% | 77.3% | 47.4% | 32.5% |
| Div 32 | 6/30/20  | 38.8% | 40.9% | 39.6% | 32.5% |
| Div 33 | 9/28/20  | 39.0% | 29.5% | 35.2% | 32.5% |
| Div 34 | 12/21/20 | 20.9% | 17.1% | N/A   |       |
| Div 35 | 3/19/21  | 2.5%  | 10.3% | N/A   |       |

Small Cap Growth - Gross performance thru: 6/30/2021

|        |         |         |        | SLYG Return<br>Since Launch |       | SLYG Return<br>Since 11/1/20 |
|--------|---------|---------|--------|-----------------------------|-------|------------------------------|
| SCG 26 | 3/11/20 | 6/11/21 | 108.9% | 77.7%                       | 68.5% | 48.2%                        |
| SCG 27 | 6/9/20  |         | 57.3%  | 50.4%                       | 54.6% | 48.8%                        |
| SCG 28 | 9/4/20  |         | 54.8%  | 47.2%                       | 50.8% | 48.8%                        |
| SCG 29 | 3/15/21 |         | -2.1%  | -1.1%                       | N/A   |                              |

All portfolios launched since December 2019 were created with the *enhanced* GARP model and selection process that allows for a balance between secular and cyclical growth and across large/mid/small market caps, helping to boost relative performance versus the benchmark while striving for consistent "all-weather" performance.

[As a reminder, the Q2 2020 *Baker's Dozen* portfolio was constructed during the depths of the pandemic when most companies had *little or no forward visibility*.]

The Sabrient Dividend portfolios have all outperformed the S&P 500 since the value rotation commenced on 11/1/2020, and most Dividend portfolios are outperforming the S&P 500 over their full life since launch.

The Small Cap Growth portfolios are all performing well relative to the S&P 600 Small Cap Growth (SLYG) benchmark.

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## Q2 2020 Baker's Dozen Model Portfolio

Launch date (4/20/2020) compared to recent (6/30/2021)

|        |                                     |        | Est. NTM<br>EPS |         |           |            |  |  |  |
|--------|-------------------------------------|--------|-----------------|---------|-----------|------------|--|--|--|
|        |                                     |        | Fwd P/E         | Current | Growth at | Actual EPS |  |  |  |
| Ticker | Company Name                        | Return | at Launch       | Fwd P/E | Launch    | Growth     |  |  |  |
| NVDA   | NVIDIA Corporation                  | 179.2% | 38.4            | 50.8    | 31.4%     | 76.6%      |  |  |  |
| AMD    | Advanced Micro Devices, Inc.        | 64.9%  | 51.5            | 43.9    | 71.7%     | 114.5%     |  |  |  |
| ADSK   | Autodesk, Inc.                      | 64.1%  | 43.1            | 55.6    | 50.0%     | 32.2%      |  |  |  |
| CHTR   | Charter Communications, Inc.        | 44.7%  | 37.2            | 32.8    | 76.0%     | 113.2%     |  |  |  |
| AMZN   | Amazon.com, Inc.                    | 43.7%  | 84.1            | 61.2    | 22.7%     | 151.1%     |  |  |  |
| VST    | Vistra Corp.                        | 14.0%  | 7.3             | 4.7     | 106.0%    | -220.2%    |  |  |  |
| нп     | Huntington Ingalls Industries, Inc. | 12.9%  | 9.5             | 16.3    | 47.9%     | 7.7%       |  |  |  |
| ВМҮ    | Bristol-Myers Squibb Company        | 11.7%  | 9.9             | 8.6     | 30.7%     | 22.1%      |  |  |  |
| CAG    | Conagra Brands, Inc.                | 11.2%  | 13.9            | 14.3    | 28.2%     | 50.8%      |  |  |  |
| CACI   | CACI International Inc              | 6.9%   | 18.4            | 14.0    | 27.4%     | 49.8%      |  |  |  |
| RNR    | RenaissanceRe Holdings Ltd.         | -2.0%  | 10.7            | 9.6     | 60.4%     | -101.3%    |  |  |  |
| NBIX   | Neurocrine Biosciences, Inc.        | -4.2%  | 26.6            | 29.4    | 1029.0%   | 67.0%      |  |  |  |
| VRTX   | Vertex Pharmaceuticals Incorporated | -26.2% | 35.4            | 19.6    | 43.5%     | 59.1%      |  |  |  |
|        | Average                             | 32.4%  | 29.7            | 27.8    | 125.0%    | 32.5%      |  |  |  |
| SPY    | SPDR S&P 500 ETF Trust              | 55.0%  |                 |         |           |            |  |  |  |

Portfolio has been boosted by strength in technology and telecom names but held back by weakness in biotechs. Overall, 9 of the 13 have either exceeded or come close to meeting estimates.



### Q3 2020 Baker's Dozen Model Portfolio

Launch date (7/20/2020) compared to recent (6/30/2021)

|        |                              |        |             |           | Est. NTM<br>EPS |                |
|--------|------------------------------|--------|-------------|-----------|-----------------|----------------|
|        |                              |        | Fwd P/E     | Current   | Growth at       | Actual EPS     |
| Ticker | Company Name                 | Return | at Launch   | Fwd P/E   | Launch          | Growth         |
| APPS   | Digital Turbine, Inc.        | 472.5% | 33.9        | 45.6      | 88.3%           | 270.0%         |
| NXST   | Nexstar Media Group, Inc.    | 85.9%  | 6.7         | 8.7       | 70.7%           | 153.0%         |
| CHTR   | Charter Communications, Inc. | 27.6%  | 40.8        | 32.8      | 63.0%           | 113.2%         |
| CACI   | CACI International Inc       | 26.1%  | 14.4        | 14.0      | 25.7%           | 49.8%          |
| GDDY   | GoDaddy Inc.                 | 22.0%  | 17.1        | 16.6      | 44.5%           | 39.6%          |
| EBAY   | eBay Inc.                    | 21.6%  | 16.1        | 17.4      | 23.5%           | 32.4%          |
| ABBV   | AbbVie Inc.                  | 17.5%  | 9.3         | 9.1       | 18.0%           | 19.7%          |
| CNC    | Centene Corporation          | 12.4%  | 12.0        | 14.1      | 41.8%           | 47.8%          |
| WGO    | Winnebago Industries, Inc.   | 10.1%  | 16.6        | 8.5       | 73.8%           | 244.3%         |
| SWX    | Southwest Gas Holdings, Inc. | -3.0%  | 17.6        | 15.2      | 24.1%           | 42.1%          |
| AZN    | AstraZeneca PLC              | -4.2%  | 22.4        | 25.7      | 12.0%           | 25.7%          |
| SSRM   | SSR Mining Inc.              | -36.3% | 11.6        | 10.7      | 90.6%           | 38.1%          |
| QDEL   | Quidel Corporation           | -51.0% | 28.6        | 20.9      | 184.6%          | 604.0%         |
|        | Average                      | 46.2%  | 19.0        | 18.4      | 58.5%           | 129.2%         |
| SPY    | SPDR S&P 500 ETF Trust       | 34.0%  | Portfolio h | oostod by | two stollar no  | erformers from |

Portfolio boosted by two stellar performers from technology & consumer sectors but held back by seemingly unwarranted weakness in two healthcare names that easily beat estimates, plus the gold miner. Overall, 12 of the 13 have either exceeded or come close to meeting estimates.



# Q3 2021 Baker's Dozen Portfolio

#### Statistics upon launch on 7/20/21

| Ticker | Company Name           | Sector                 | Industry                                |       | NTM EPS<br>Growth | Fwd<br>PE | Fwd<br>PEG | Div<br>Yield | EQR | GQF |
|--------|------------------------|------------------------|---|-------|-------------------|-----------|------------|--------------|-----|-----|
| ACGL   | Arch Capital Group     | Financials             | Property and Casualty Insurance         | 14.8  | 126.7%            | 11.0      | 0.09       | 0.0%         | 4   | 9   |
| AMAT   | Applied Materials      | Information Technology | Semiconductor Equipment                 | 117.6 | 35.1%             | 17.9      | 0.51       | 0.7%         | 4   | 9   |
| BLD    | TopBuild               | Consumer Discretionary | Homebuilding                            | 6.1   | 35.4%             | 17.1      | 0.48       | 0.0%         | 5   | 9   |
| CNHI   | CNH Industrial         | Industrials            | Agricultural and Farm Machinery         | 20.7  | 72.7%             | 13.4      | 0.18       | 0.8%         | 4   | 10  |
| GEF    | Greif                  | Materials              | Metal and Glass Containers              | 2.8   | 63.0%             | 10.3      | 0.16       | 3.0%         | 5   | 9   |
| HRI    | Herc Holdings          | Industrials            | Trading Companies and Distributors      | 3.1   | 64.8%             | 15.9      | 0.25       | 0.0%         | 4   | 10  |
| KLAC   | KLA Corp               | Information Technology | Semiconductor Equipment                 | 45.1  | 30.4%             | 17.6      | 0.58       | 1.2%         | 5   | 10  |
| ON     | ON Semiconductor       | Information Technology | Semiconductors                          | 14.9  | 87.8%             | 17.0      | 0.19       | 0.0%         | 3   | 7   |
| RE     | Everest Re Group       | Financials             | Reinsurance                             | 9.5   | 193.7%            | 8.2       | 0.04       | 2.5%         | 3   | 9   |
| TEX    | Terex Corp             | Industrials            | Construction Machinery and Heavy Trucks | 3.0   | 174.6%            | 14.6      | 0.08       | 1.1%         | 4   | 8   |
| TOL    | Toll Brothers          | Consumer Discretionary | Homebuilding                            | 6.6   | 62.7%             | 7.8       | 0.12       | 1.3%         | 3   | 10  |
| VSH    | Vishay Intertechnology | Information Technology | Electronic Components                   | 3.0   | 82.5%             | 9.7       | 0.12       | 1.8%         | 5   | 8   |
| XPO    | XPO Logistics          | Industrials            | Air Freight and Logistics               | 15.7  | 125.9%            | 21.2      | 0.17       | 0.0%         | 4   | 7   |
|        |                        |                        | Average:                                | 20.2  | 88.9%             | 14.0      | 0.16       | 1.0%         | 4.1 | 8.8 |

#### Slightly tilted toward Value/Cyclicals/SMID:

- ➤ SMID bias with a Large/Mid/Small cap mix of 2/7/4
- > Value bias with 8 Value versus 5 Growth stocks
- ➤ 4 secular growth Tech companies balanced with 9 cyclical growth Consumer/Financials/Industrials/Materials names

EQR has quintile scale of 1-5 (5 is best) GQR has decile scale of 1-10 (10 is best)



## Market Outlook

- 1. Continued resurgence in global growth, US corporate earnings, and CapEx
- 2. Inflation moderates as supply meets surging demand and bottlenecks resolve, while disinflationary structural trends resume (e.g., aging demographics, globalization, technological disruption, automation, productivity)
- 3. Monetary & fiscal support continues, low interest rates persist, central banks (including Fed) remain supportive, plus a likely infrastructure bill
- 4. Equity valuations are elevated but justified by robust earnings growth, massive liquidity, low interest rates, and a lack of good alternatives
- 5. Favors value/cyclicals/smaller-caps as market rotates/broadens, plus high-quality secular growers & dividend payers, active selection, and equal-weight indexes

#### Main Risks:

- (1) Double-dip global recession from vaccine-resistant COVID mutations or unbalanced labor markets
- (2) Sustained inflation surge, selloff in long-term bonds, and rising interest rates on high corporate leverage
- (3) Corporate earnings growth fails to achieve levels necessary to justify high valuations
- (4) Escalation in financial/technological/military conflicts with China and global hegemony
- (5) US dollar meltdown due to massive stimulus and loss of "safe haven" status (longer-term issue)
- (6) Deleveraging a heavily-indebted global economy (longer-term issue)



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## Resources

#### Be sure to sign up for:

#### 1. Quarterly Baker's Dozen "talking points" tear sheet

- 2-pager with details on each pick (e.g., EQR, GQR, forward P/E, EPS growth, forward PEG)
- Send email request to: support@Sabrient.com

#### 2. Monthly Sector Detector newsletter

- Market commentary and SectorCast ETF rankings, written by Scott Martindale
- Go to sign-up box on Sabrient.com home page

Also, visit <a href="http://BakersDozen.Sabrient.com">http://BakersDozen.Sabrient.com</a> to find performance information and (on Marketing Materials tab) updated slide deck, commentary, and the latest portfolio tear sheet



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