

Sabrient leverages a unique collaboration of engineers and forensic accountants and a process-driven methodology to build robust quantitative equity models and produce unbiased research, rankings, tools, strategies, portfolios, and indexes.

"Quantamental GARP approach with a forensic accounting overlay"

Baker's Dozen, Dividend, Small Cap Growth, Forward Looking Value

- 1. Market overview, inflation, money supply, interest rates
- 2. Description of enhanced selection process
- 3. Performance update
- 4. Introduction to the new Q4 2022 Baker's Dozen
- 5. Market outlook

Updated 10/24/2022





Scott Martindale President & CEO



Brent Miller, CFA President of Gradient



David Brown Founder & Chief Market Strategist

Sabrient Systems LLC *Quantitative equity research, rankings, strategies*

> **Gradient Analytics LLC** *Fundamental forensic accounting research*

This presentation, including the gross historical performance shown in this presentation, pertains solely to the theoretical *model portfolios* published by Sabrient Systems, LLC. Sabrient is not responsible for the usage of such portfolios by any third party, including without limitation the *Baker's Dozen* UITs sponsored by First Trust. In addition, the performance numbers herein do not reflect the deduction of brokerage commissions, execution fees, or other expenses that may be paid by any third party making its own investment in the portfolios. First Trust UITs are subject to the imposition of fees, and to variation in the construction of the portfolios, which will over time reduce the performance of such UITs in comparison with the performance of Sabrient's model portfolios.

Summary Talking Points

- 1. Sabrient leverages a <u>unique collaboration of engineers and forensic accountants</u>, quantitative models, and a process-driven "*quantamental*" methodology (<u>quant</u>itative screen plus fund<u>amental</u> review & selection).
- 2. Our portfolios displayed <u>consistently strong performance</u> in 2009–2014 of, but then the market became narrow & newsdriven leading to historic performance divergences in Growth over Value factors and Large over Small caps during 2015-2019, which was challenging for our value & quality-oriented *Growth at a Reasonable Price (GARP)* strategy.
- Process enhancements in December 2019 have made our portfolios more all-weather, with <u>balanced exposure</u> to value and growth factors, cyclical and secular growth stocks, and across market caps.
 Improved performance and lower volatility ... while maintaining the potential for significant outperformance.
- 4. Massive liquidity in response to pandemic led to speculation and asset inflation, but there is now a <u>preference for Quality</u> <u>and Value factors</u>, which is favorable for active selection, strategic beta, equal weighting ... and for Sabrient's portfolios.
- 5. Equity valuation multiples have shrunk with concerns about recession and corporate earnings, with forward P/E for S&P 500 and S&P 600 small caps at 16.5x and 12.0x (as of 10/19/22).
- 6. Inflation and bond yields may be in topping patterns while economic growth is slowing, <u>setting up a potential Q4 rally</u> (and perhaps some multiple expansion) as positive catalysts emerge (e.g., end to Russia's war or a dovish Fed pivot).
- 7. We suggest staying <u>long but hedged, with a heightened emphasis on quality</u> and a balance between value/cyclicals/dividend payers and high-quality secular growers.
- Sabrient's <u>Baker's Dozen</u>, Dividend, Small Cap Growth, and Forward Looking Value portfolios leverage our enhanced modeldriven selection approach (which combines Quality, Value, and Growth factors) to provide exposure to both secular and cyclical growth trends.
 Notably, Dividend portfolio seeks both capital appreciation and dividend yield of 4%+ (and today offers a 5.4% yield)



Massive liquidity led to speculation, asset inflation, "malinvestments"

Meme stocks:



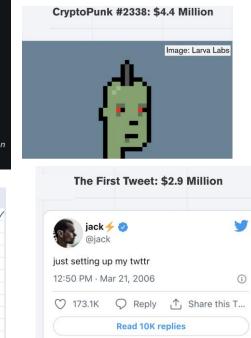
NFTs:Image: the solution of the solution of

EtherRock #55, which sold for \$3.8 million October [Source: Fractional]

<u>Cryptos</u>



Dogecoin



Housing: SPACs: FRED 📈 — S&P/Case-Shiller AZ-Phoenix Home Price Index 300 e.g., 280 260 **"Social Capital** 240 220 Hedosophia IV" (IPOD) 2000 200 180 160 140

120

100 80

2008

2010

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=> Deleveraging created selloff and rotation back to <u>Quality</u>

2016

2018

2020

2014

2012

Rotation toward Quality and Value



Forward P/E (as of 10/19/2022):

9.0 Large Cap Pure Value (subset of S&P 500) RPV =SLY = 12.0 S&P 600 Small Caps (positive earnings requirement) IWM = 12.5 Russell 2000 Small Caps (no quality requirement) SPY = 16.5 S&P 500ARKK = 27.4 ARK Innovation (speculative growth)

Chart illustrates quality preference in small caps (SLY outperforming IWM) and preference for value over speculative growth, and large over small caps.

51 48 BASIC MATERIALS IYM 42 CONSUMER STAPLES IYK 40 UTILITIES IDU 27 FINANCIALS IYF 12 Current rankings favor cyclical sectors,

while defensive sectors are at or near the bottom. This is bullish.

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Score

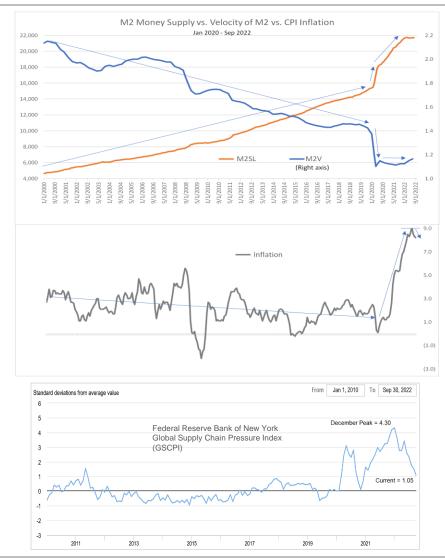
96

75

68

59

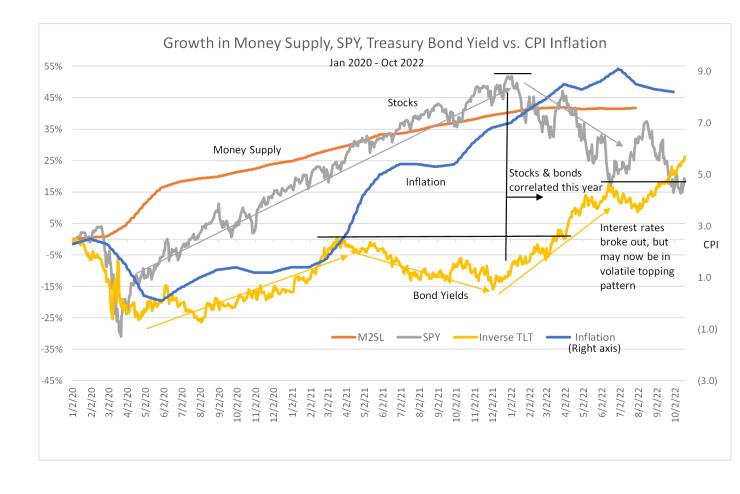
Inflation likely has peaked



Key Points:

- 1. M2 money supply has risen rapidly since late 1990's while *velocity* of money supply has fallen rapidly such that CPI inflation remained low.
- When the pandemic hit, M2 surged and velocity of M2 tumbled, and yet inflation suddenly spiked. Why?
 (a) M2 kept on rising...but velocity flatlined.
 (b) Surging excess demand, due to severe supply chain disruptions from the COVID lockdowns while fiscal and monetary stimulus quickly returned demand to pre-pandemic levels.
- 3. So, to bring down inflation, either supply chains are repaired, or demand falls...or a bit of both. Indeed, supply chains are gradually mending, and the Fed is pursuing "demand destruction" through hawkish language, rate hikes, and reduced M2 growth.
- 4. Inflation seems to have peaked in June at 9.1%, with key prices (like oil, commodities, shipping) falling and now shelter prices showing signs of receding.
- 5. The FRBNY's Global Supply Chain Pressure Index has been falling rapidly, as shown in the chart.

Treasury yields are overextended and may be peaking



Key Points:

Historically, stock selloffs were tempered by rotation to bonds, which led to a drop in yields, which supported equity valuations. But that hasn't happened this year (high asset correlations), and Treasury bonds are having their *worst year ever*.

As stocks rose rapidly along with money supply in the wake of the pandemic, Treasury bonds seemed relatively uncorrelated, but inflation was also on a rapid rise. Then, at the start of 2022, stocks and bonds (and most other asset classes) rapidly fell.

Falling bonds pushed up yields and exacerbated the selloff in stocks ... But yields are now quite overextended and may be peaking (in a "blow-off top")

Company Overview

- Sabrient Systems LLC founded in 2000 in Santa Barbara, CA
 - <u>Quantitative</u> fundamentals-based multifactor models
 - Diverse team of engineers/analysts/programmers, led by former NASA engineer (Apollo 11 moon landing) David Brown and former Chevron engineer Scott Martindale
 - Numbers-driven; Bottom-up rather than top-down
 - In 2009, introduced *quantamental* GARP approach for *Baker's Dozen* annual portfolio (13 top picks)
- Section Content Analytics LLC founded in 1996 in Phoenix, AZ and acquired by Sabrient in 2011
 - <u>Fundamental</u> forensic accounting analysis (earnings quality)
 - Team of finance & accounting analysts, led by Brent Miller, CFA
 - Together we built proprietary Earnings Quality Rank (EQR)
- Combined team leverages a unique collaboration of engineers and forensic accountants:
 - Engineers bring process-driven methodology and scientific hypothesis-testing approach
 - Forensic accountants bring unique insights into <u>financial statement analysis</u>
 - Together we offer quantitative and fundamental equity research, datasets, rankings, tools, strategies
 including portfolios for UITs, indexes for ETFs, and insightful market commentaries

"Quantamental" approach with a forensic accounting overlay

1. Quantitative screen to narrow large eligible universe (50-100 names)

Forward P/E, Forward EPS growth, recent dynamics of analyst consensus estimates, Earnings Quality Rank (EQR), and Growth Quality Rank (GQR)

2. Fund<u>amental</u> analysis to identify top candidates (~25 names) Still mainly numbers-driven, but not algorithmic

3. Forensic accounting review of top candidates

Earnings quality, aggressive practices, insider selling, governance

4. Final Stock Selection (13 names)

Manual process, adhering to sector concentration limits

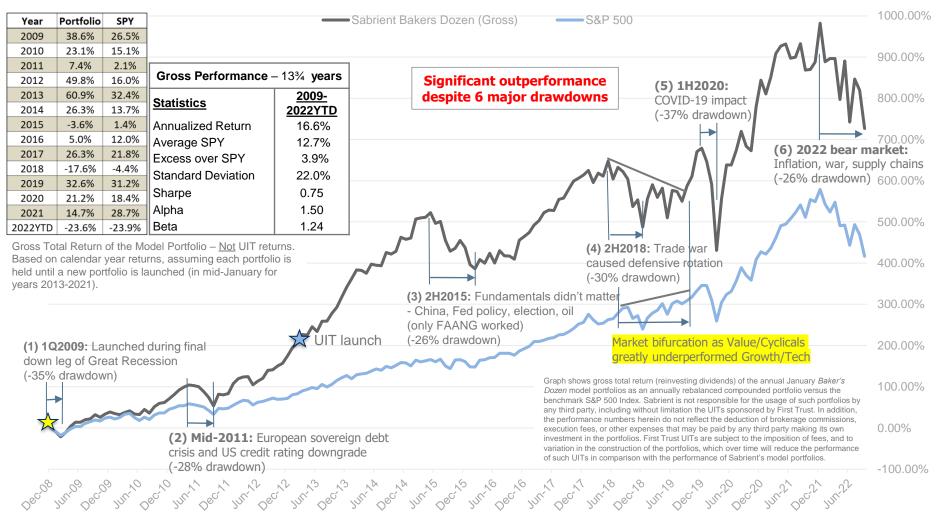
We believe a GARP strategy is "all-weather," so what could go wrong? Two things:

- 1) Consensus EPS estimates are reduced after portfolio launch, or they fail to materialize.
- 2) Investor sentiment turns defensive, leading to narrow market breadth.



Baker's Dozen – Model Portfolio Performance (rebalanced each January)

(1/1/2009 inception thru 9/30/2022, end-of-month data points)



Past performance is no guarantee of future results. Refer to Disclaimer page for other important disclosures.

				Gross Return		Active
Portfolio		Launch	Close	(FTP website)	SPY Return	Return
FLV 9		7/7/21	10/17/22	-8.8%	-14.0%	5.2%
Q3 2021 BE	0	7/20/21	10/19/22	-5.2%	-12.9%	7.7%
Q4 2021 BE)	10/20/21		-8.8 %	-17.3%	8.5%
Q1 2022 BI)	1/20/22		-12.6%	-16.6%	4.0%
Q2 2022 BE)	4/20/22		-10.6%	-16.4%	5.9%
Q3 2022 BI)	7/20/22		1.4%	-6.3%	7.6%
FLV 10		7/15/22		4.8%	-3.9%	8.7%

Baker's Dozen & FLV - Gross return thru: 10/19/2022

Sabrient Dividend - Gross return thru: 10/19/2022

Portfolio	Launch	Close	Gross Return	SPY Return	Diff
Div 34	12/21/20		13.3%	2.7%	10.6%
Div 35	3/19/21		-4.2%	-3.3%	-0.8%
Div 36	6/22/21		-2.2%	-11.3%	9.1%
Div 37	9/20/21		6.1%	-13.8%	19.9%
Div 38	12/20/21		-0.6%	-18.1%	17.5%
Div 39	3/18/22		-10.2%	-16.4%	6.2%
Div 40	6/15/22		-4.0%	-2.0%	-2.0%
Div 41	9/12/22		-8.1%	-10.0%	1.9%

Small Cap Growth - Gross return thru: 10/19/2022

Portfolio	Launch	Close	Gross Return	IWM Return	Diff
SCG 31	9/8/21		-0.7%	-22.3%	21.6%
SCG 32	12/6/21		-14.0%	-20.8%	6.8%
SCG 33	3/4/22		-14.7%	-13.0%	-1.7%
SCG 34	6/1/22		-12.3%	-6.4%	-6.0%
SCG 35	8/29/22		-7.3%	-8.1%	0.8%

All portfolios launched since December 2019 were created with our **enhanced GARP model** and selection process, which allows for a balance between secular and cyclical growth and across market caps.

This appears to have **boosted relative performance versus benchmarks** while striving for consistent "all-weather" performance ... and the <u>potential</u> for significant outperformance.

The **table** shows <u>gross</u> total returns (without transactional sales charge, as displayed on the <u>ftportfolios.com</u> website) versus a relevant benchmark for all the **currently** <u>live</u> **portfolios** (plus the two that just terminated this week).

17 of the 20 portfolios shown are outperforming or staying even (within 1%) with benchmarks, despite the bear market. Also, **29 of the 38 portfolios** selected since December 2019 have either outperformed or stayed even (within 1%) with their benchmarks in a turbulent and challenging market climate (Dec 2019 – Oct 2022).

Notably, the **Dividend portfolio** is <u>not</u> purely yield-focused. Instead, it is a <u>GARP+Income</u> strategy that seeks *quality* stocks with solid *growth* potential, as well as a history of raising dividends, a good dividend coverage ratio, and an aggregate dividend yield approaching 4% or more. (Note: Dividend 41 is currently *yielding 5.4%*.)

Past performance is no guarantee of future results. Refer to Disclaimer page for other important disclosures.



Q3 2021 Baker's Dozen Model Portfolio – terminated

Launch date (7/20/2021) through termination (10/19/2022)

Q3 2021 Bak	xer's Dozen Portfolio						
						Est. NTM EPS	
				Fwd P/E	Current	Growth at	Actual EPS
Ticker	Company Name	Sector	Return	at Launch	Fwd P/E	Launch	Growth
ON	ON Semiconductor Corporation	Information Technology	71.1%	17.0	12.6	87.8%	182.5%
ACGL	Arch Capital Group Ltd.	Financials	28.6%	11.0	11.5	126.7%	82.4%
RE	Everest Re Group, Ltd.	Financials	19.4%	8.2	10.8	193.7%	24.4%
GEF	Greif, Inc.	Materials	14.6%	10.3	8.7	63.0%	79.1%
HRI	Herc Holdings Inc.	Industrials	-2.2%	14.4	8.3	15.2%	60.9%
VSH	Vishay Intertechnology, Inc.	Information Technology	-6.5%	9.7	7.0	82.5%	73.8%
CNHI	CNH Industrial N.V.	Industrials	-7.6%	13.4	8.6	72.7%	14.8%
KLAC	KLA Corporation	Information Technology	-8.8%	17.6	12.3	30.4%	45.5%
BLD	TopBuild Corp.	Consumer Discretionary	-17.1%	17.0	10.3	36.2%	55.0%
TEX	Terex Corporation	Industrials	-24.0%	14.6	7.7	174.6%	36.8%
TOL	Toll Brothers, Inc.	Consumer Discretionary	-24.3%	7.6	4.2	66.1%	63.0%
AMAT	Applied Materials, Inc.	Information Technology	-40.9%	17.9	11.5	35.1%	23.5%
XPO/GXO	XPO Logistics / GXO Logistics	Industrials	-44.7%				
	Average		-5.2%	13.2	9.5	82.0%	<mark>61.8</mark> %
SPY	SPDR S&P 500 ETF		-12.9%				
RSP	Invesco S&P 500 Equal-Weight ETF		-10.2%				
MDY	SPDR S&P 400 MidCap ETF		-11.5%				
IWM	iShares Russell 2000 ETF		-20.3%				
EWMC	Invesco S&P 400 MidCap Equal-Weight		-10.7%				
EWSC	Invesco S&P 600 SmallCap Equal-Weight	t	-15.4%				

Strong performers from InfoTech, Financials, and Materials offset several laggards from Industrials, Consumer, and InfoTech.

Some of the losers, like construction firms TOL, KLAC, and BLD met or exceeded estimates with strong forward guidance—but still sold off.

Nevertheless, the portfolio outperformed all relevant large cap, mid-cap, and small-cap benchmarks (including both cap-weight and equal-weight.



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> Q4 2022 Baker's Dozen (13 stocks) launched on 10/20

Forward Looking Value 10 (35 stocks) launched on 7/15

Small Cap Growth 35 (44 stocks) launched on 8/29

Dividend 41 (47 stocks, GARP+Income) launched on 9/12 Current Yield of 5.4%!



Latest Q4 2022 Baker's Dozen Portfolio – statistics upon launch

Launch date: 10/20/2022

Ticker	Company Name	Sector	Industry	Mkt Cap (\$B)	NTM EPS Growth	Fwd PE	Fwd PEG	Div Yield	EQR	GQR
ALK	Alaska Air Group	Industrials	Airlines	5.3	91.1%	8.5	0.09	0.0%	4	6
BOX	Box Inc.	Information Technology	Application Software	3.9	35.0%	20.9	0.60	0.0%	4	10
DAR	Darling Ingredients	Consumer Staples	Agricultural Products	12.0	49.7%	11.7	0.24	0.0%	4	9
DE	Deere & Co.	Industrials	Agricultural & Farm Machinery	112.1	40.0%	13.7	0.34	1.2%	4	6
DVN	Devon Energy	Energy	Oil & Gas Exploration & Production	47.1	41.3%	7.3	0.18	8.9%	5	10
EWBC	East West Bancorp	Financials	Regional Banks	10.0	35.3%	8.0	0.23	2.2%	5	9
GPK	Graphic Packaging	Materials	Paper Packaging	6.5	32.1%	9.3	0.29	1.9%	5	6
HAL	Halliburton	Energy	Oil & Gas Equipment & Services	29.0	65.6%	13.0	0.20	1.6%	3	7
IMO	Imperial Oil	Energy	Integrated Oil & Gas	31.0	57.8%	6.9	0.12	2.1%	5	8
LNTH	Lantheus Holdings	Health Care	Health Care Supplies	4.8	66.4%	19 <mark>.</mark> 4	0.29	0.0%	5	10
MUR	Murphy Oil	Energy	Oil & Gas Exploration & Production	7.0	128.0%	6.0	0.05	2.3%	3	8
NTR	Nutrien Ltd.	Materials	Fertilizers & Agricultural Chemicals	44.0	32.4%	6.8	0.21	2.4%	3	8
PGR	The Progressive Corp.	Financials	Property & Casualty Insurance	70.9	70.9%	20.0	0.28	1.6%	5	9
			Average:	29.5	57.3%	11.7	0.20	1.9%	4.2	8.2

Diverse Large/Mid/Small cap mix of 6/6/1

6 Value and 7 Growth stocks

4 secular growth Tech/Healthcare/Consumer/Insurance companies balanced with 9 cyclical growth Energy/Industrials/Materials/Bank names

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

Latest Forward Looking Value Portfolio (FLV 10) – 2022

Launch date 7/15/2022 – terminates on 10/24/2023

			1		+
ACLS	Axcelis Technologies, Inc.	Information Technology	NPO	EnPro Industries, Inc.	Industrials
CF	CF Industries Holdings, Inc.	Materials	ос	Owens Corning	Industrials
CLS	Celestica Inc.	Consumer Staples	ON	ON Semiconductor Corporation	Information Technology
СМІ	Cummins Inc.	Industrials	PDCE	PDC Energy, Inc.	Energy
COLL	Collegium Pharmaceutical, Inc.	Health Care	PFE	Pfizer Inc.	Health Care
СОР	ConocoPhillips	Energy	PHM	PulteGroup, Inc.	Consumer Discretionary
DAR	Darling Ingredients Inc.	Consumer Staples	PLAB	Photronics, Inc.	Information Technology
DVN	Devon Energy Corporation	Energy	PTVE	Pactiv Evergreen, Inc.	Materials
FANG	Diamondback Energy, Inc.	Energy	QCOM	QUALCOMM Incorporated	Information Technology
FOXA	Fox Corporation (Class A)	Communication Services	ST	Sensata Technologies Holding Plc	Industrials
HAL	Halliburton Company	Energy	тмнс	Taylor Morrison Home Corporation	Consumer Discretionary
HEES	H&E Equipment Services, Inc.	Industrials	TOL	Toll Brothers, Inc.	Consumer Discretionary
HRI	Herc Holdings, Inc.	Industrials	TROX	Tronox Holdings Plc (Class A)	Materials
IP	International Paper Company	Materials	ТХТ	Textron Inc.	Industrials
LNC	Lincoln National Corporation	Financials	VLO	Valero Energy Corporation	Energy
MGA	Magna International Inc. (Class A)	Energy	VNT	Vontier Corporation	Information Technology
MRO	Marathon Oil Corporation	Energy	WRK	WestRock Company	Materials

<u>Notes</u>

- Diverse Large/Mid/Small cap mix of 8/15/11
- > Value-biased, with 26 Value and 8 Growth stocks



- 1. Inflation appears to be receding, as supply chains and labor markets recover; US dollar remains strong; energy, commodity, and shipping prices fall; and the Fed lessens monetary accommodation, reducing excess demand (and perhaps inducing mild recession).
- 2. US Treasury bond yields may be in a (volatile) "blow-off top" pattern. For most of 2022, yields have surged as stocks, bonds, and risk assets have a fallen together. But yields may have peaked as deleveraging recedes and income-hungry global investors and retirees scoop up elevated yields (highest 10-yr yield since 2010). Also, Fed must ensure sufficient supply of dollars for global finance...and stop exporting inflation via ultra-strong dollar.
- 3. Equity valuations have shrunk this year, with the S&P 500 and S&P 600 small caps at forward P/Es of 16.5x and 12.0x (as of 10/19/22) due to flagging consumer & investor sentiment, higher discount rate, deleveraging, and falling EPS guidance. If earnings hold up and rates recede, there may be room for some multiple expansion.
- 4. Historically low sentiment readings among consumers, investors, and fund managers may be a contrarian bullish indicator. Fund manager cash balances are the highest since aftermath of 9/11 (2001). Notably, there has been a surge in insider buying.



Market Outlook - 2

- 5. Stocks may be setting up for a potential Q4 rally (and perhaps some P/E expansion) if bullish catalysts emerge, e.g., an end to Russia's war in Ukraine, midterm elections that bring support for domestic oil & gas, or a dovish or neutral Fed pivot as inflation subsides.
- 6. We suggest staying *long but hedged,* with a heightened <u>emphasis on quality</u> and a balance between 1) value/cyclicals & dividend payers and 2) high-quality secular growers.
- 7. The passive, broad-market, mega-cap-dominated indexes that have been so hard for active managers to beat in the past may be volatile and lackluster going forward. So, the time may be ripe for active strategies that can exploit the performance dispersion among individual stocks. This should be <u>favorable for Sabrient's portfolios</u> which combine Value, Quality, and Growth factors and provide exposure to both secular and cyclical growth opportunities.

Risks:

- (1) Catastrophic escalation in war in Ukraine and associated sanctions
- (2) New COVID lockdowns that prolong China's economic slowdown and stunt supply chains
- (3) Untamed "structural" inflation and Fed rapidly withdrawing liquidity (policy mistake)
- (4) Corporate earnings growth falls short of expectations
- (5) Escalation in global financial/technological/military conflicts

Proposal: Sabrient Quality Index Series (for ETF or TAMP licensing)

Comprises 5 broad-market and 5 sector-specific, rules-based, quarterly rebalanced, strategic beta and thematic indexes for ETF licensing, as such:

- 1. Sabrient Armageddon Portfolio (for tumultuous market conditions, like now!!)
- 2. Sabrient Quality Growth Plus Income Index (combines solid growth with high dividend yield)
- 3. Sabrient Quality Growth Index (similar to Baker's Dozen quant prescreen)
- 4. Sabrient SMID Quality Growth Index (similar to Small Cap Growth portfolio)
- 5. Sabrient Earnings Quality Leaders Index (focusing on Gradient's EQR model)
- 6. Sabrient Quality Growth Healthcare Index
- 7. Sabrient Quality Growth InfoTech Index
- 8. Sabrient Quality Growth Infrastructure Index
- 9. Sabrient Quality Energy Index
- 10. Sabrient Quality Legacy & Green Energy Index

If you are interested in any of these concepts, please tell your favorite ETF wholesaler ... or contact me about TAMP access!

Plus: Sabrient Space Exploration & Sustainability Portfolio, which leverages Sabrient founder David Brown's NASA (Apollo 11) pedigree

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

Send email request to: <u>support@Sabrient.com</u>

2. Visit http://BakersDozen.Sabrient.com

> Latest performance info, slide deck, commentary, talking points sheet

3. Sector Detector newsletter / blog post

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