

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. Update on the new Q3 2022 Baker's Dozen
- 5. Market outlook

Updated 9/27/2022



Scott Martindale President & CEO



Brent Miller, CFA
President of Gradient



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Sabrient Systems LLC Quantitative equity research, rankings, strategies

Gradient Analytics LLC Fundamental forensic accounting research

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# **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.
- 3. <u>Process enhancements</u> 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> and Value factors, 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 16.0x and 11.4x (as of 9/23/22).
- 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</u>, <u>with a heightened emphasis on quality</u> and a balance between value/cyclicals/dividend payers and high-quality secular growers.
- 8. Sabrient's <u>Baker's Dozen</u>, <u>Dividend</u>, <u>Small Cap Growth</u>, <u>and Forward Looking Value portfolios</u> leverage our <u>enhanced</u> model-driven 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 5.5% yield)



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

### Meme stocks:



## NFTs:



### **Cryptos**



Dogecoin



## SPACs:

e.g.,
"Social Capital
Hedosophia IV" (IPOD)

## Housing:



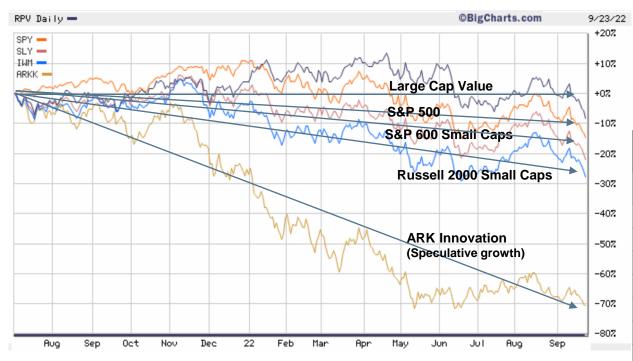
The First Tweet: \$2.9 Million





=> Deleveraging selloff and rotation back to Quality

# **Rotation toward Quality and Value**



### Forward P/E (as of 9/23/2022):

RPV = 8.6 Large Cap Pure Value (subset of S&P 500)

SLY = 11.4 S&P 600 Small Caps (positive earnings requirement) IWM = 11.6 Russell 2000 Small Caps (no quality requirement)

SPY = 16.0 S&P 500

ARKK = 29.5 ARK Innovation (speculative growth)

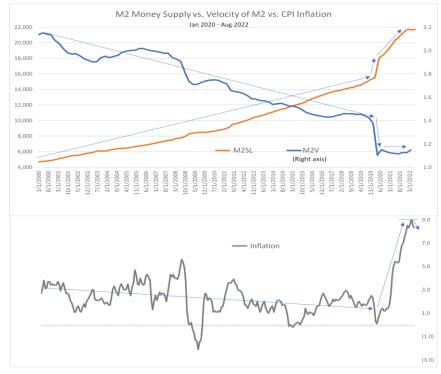
Chart illustrates quality preference in small caps (SLY outperforming IWM) and preference for value over speculative growth, and large over small caps.

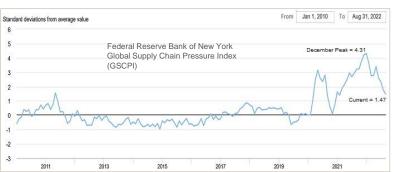
Sabrient SectorCast ETF Rankings (as of Wednesday 9/23/2022)						
Dow Jones U.S. Sector Tracking O						
ENERGY	IYE	97				
TECHNOLOGY	IYW	76				
INDUSTRIALS	IYJ	68				
CONSUMER DISCRETIONARY	IYC	47				
HEALTHCARE	IYH	46				
CONSUMER STAPLES	IYK	42				
BASIC MATERIALS	IYM	39				
FINANCIALS	IYF	32				
UTILITIES	IDU	10				
TELECOMMUNICATIONS	IYZ	9				

Current rankings favor cyclical sectors, while defensive sectors are at or near the bottom. This is bullish.



# Inflation likely has peaked



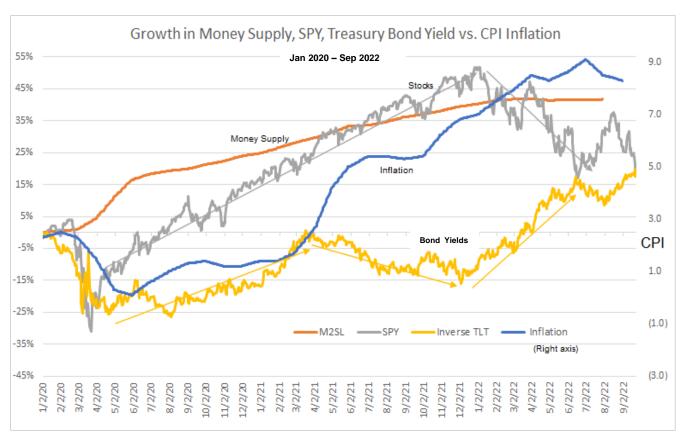


### **Key Points:**

- 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.
- 2. 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:

- 1. 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.
- 2. 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
  - Quantitative 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)
- Gradient Analytics LLC founded in 1996 in Phoenix, AZ and acquired by Sabrient in 2011
  - Fundamental 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 <u>process-driven</u> methodology and <u>scientific</u> 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. Fundamental 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

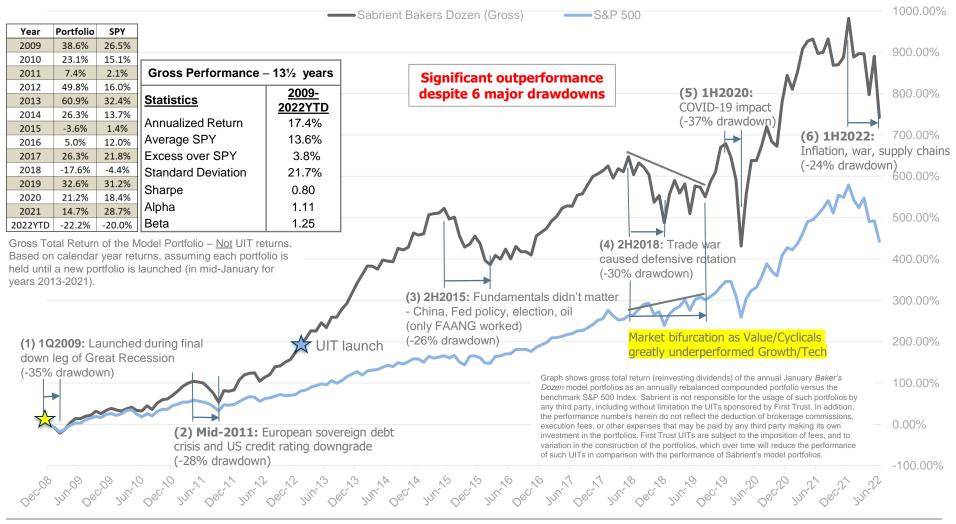
We believe a GARP strategy is "all-weather," so what could go wrong? Two things:

- 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 6/30/2022, end-of-month data points)





# Performance of all portfolios since new enhancements – as of 9/23/2022

Baker's Dozen	& FLV - Gross	return thru: 9	/23/2022
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			Gross Return		Active
Portfolio	Launch	Close	(FTP website)	SPY Return	Return
Dec 2019 BD	12/20/19	1/20/21	21.4%	21.9%	-0.5%
Q1 2020 BD	1/20/20	4/20/21	29.0%	26.9%	2.1%
Q2 2020 BD	4/20/20	7/20/21	29.9%	56.0%	-26.1%
2020 FLV	7/2/20	10/12/21	33.6%	41.4%	-7.8%
Q3 2020 BD	7/20/20	10/20/21	53.5%	42.0%	11.5%
Q4 2020 BD	10/20/20	1/20/22	37.7%	32.4%	5.3%
Q1 2021 BD	1/20/21	4/20/22	-0.8%	17.8%	-18.5%
Q2 2021 BD	4/20/21	7/20/22	-7.5%	-2.5%	-5.0%
FLV 9	7/7/21		-12.7%	-13.8%	1.0%
Q3 2021 BD	7/20/21		-7.6%	-13.1%	5.4%
Q4 2021 BD	10/20/21		-14.4%	-17.4%	3.1%
Q1 2022 BD	1/20/22		-17.3%	-16.7%	-0.6%
Q2 2022 BD	4/20/22		-16.3%	-16.6%	0.3%
FLV 10	7/15/22		-3.7%	-4.1%	0.4%
Q3 2022 BD	7/20/22		-5.4%	-6.4%	1.0%

#### Sabrient Dividend - Gross return thru: 9/23/2022

Portfolio	Launch	Close	Gross Return	SPY Return	Diff
Div 30 *	1/3/20	1/3/22	29.0%	52.9%	-24.0%
Div 31	4/1/20	4/1/22	98.6%	89.4%	9.2%
Div 32	6/30/20	6/30/22	34.2%	25.9%	8.3%
Div 33	9/28/20		34.3%	13.3%	21.0%
Div 34	12/21/20		10.8%	2.5%	8.2%
Div 35	3/19/21		-5.2%	-3.5%	-1.7%
Div 36	6/22/21		-5.6%	-11.4%	5.9%
Div 37	9/20/21		0.4%	-13.9%	14.3%
Div 38	12/20/21		-4.0%	-18.2%	14.2%
Div 39	3/18/22		-12.0%	-16.5%	4.5%
Div 40	6/15/22		-8.1%	-2.1%	-5.9%
Div 41	9/12/22		NEW!		

#### Small Cap Growth - Gross return thru: 9/23/2022

Portfolio	Launch	Close	Gross Return	IWM Return	Diff
SCG 25 **	12/12/19	3/12/21	30.7%	45.0%	-14.4%
SCG 26	3/11/20	6/11/21	108.9%	87.3%	21.6%
SCG 27	6/9/20	9/9/21	53.0%	51.0%	1.9%
SCG 28	9/4/20	12/6/21	64.2%	45.3%	18.9%
SCG 29	3/15/21	6/15/22	-15.7%	-25.7%	10.0%
SCG 30	6/11/21	9/12/22	-9.6%	-17.3%	7.7%
SCG 31	9/8/21		-8.3%	-24.5%	16.2%
SCG 32	12/6/21		-20.3%	-23.0%	2.7%
SCG 33	3/4/22		-19.7%	-15.4%	-4.3%
SCG 34	6/1/22		-18.9%	-9.0%	-9.9%
SCG 35	8/29/22		NEW!		

<sup>\*</sup> Dividend 30 outperformed SPY (+132% vs. +120%) after pandemic low on 3/23/20

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> returns (without transactional sales charge, as displayed on the <u>ftportfolios.com</u> website for Sabrient UITs) versus a relevant benchmark.

26 of the 36 portfolios have either outperformed or stayed even (within 1%) with their benchmarks in a turbulent and challenging market climate (Dec 2019 – Sep 2022), and 15 of the 19 <u>live</u> portfolios are outperforming or staying even (within 1%) with benchmarks, despite the bear market.

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* 5.5%.)



<sup>\*\*</sup> SCG 25 outperformed IWM (+146% vs. +137%) after pandemic low on 3/23/20

## Q3 2021 Baker's Dozen Model Portfolio – Soon to terminate

Launch date (7/20/2021) compared to recent (9/23/2022) – Terminates on 10/20/2022

Q3 2021 Bak	er's Dozen Portfolio					
					Est. NTM EPS	
			Fwd P/E	Current	Growth at	Actual EPS
Ticker	Company Name	Return	at Launch	Fwd P/E	Launch	Growth
ON	ON Semiconductor Corporation	78.3%	17.0	12.7	87.8%	182.5%
ACGL	Arch Capital Group Ltd.	13.8%	11.0	8.7	126.7%	82.4%
GEF	Greif, Inc.	9.8%	10.3	8.1	63.0%	79.1%
RE	Everest Re Group, Ltd.	8.9%	8.2	7.2	193.7%	24.4%
KLAC	KLA Corporation	3.2%	17.6	12.4	30.4%	45.5%
HRI	Herc Holdings Inc.	-8.1%	15.8	8.2	65.6%	72.4%
VSH	Vishay Intertechnology, Inc.	-12.7%	9.7	6.8	82.5%	73.8%
CNHI	CNH Industrial N.V.	-16.4%	13.4	7.7	72.7%	14.8%
BLD	TopBuild Corp.	-17.1%	17.0	10.1	36.2%	55.0%
TOL	Toll Brothers, Inc.	-21.9%	7.6	4.3	66.1%	63.0%
TEX	Terex Corporation	-32.1%	14.6	6.8	174.6%	36.8%
AMAT	Applied Materials, Inc.	-35.5%	17.9	10.5	35.1%	23.5%
XPO/GXO	XPO Logistics / GXO Logistics	-44.2%				
	Average	-7.6%	13.3	8.6	86.2%	62.8%
SPY	SPDR S&P 500 ETF	-13.1%				
RSP	Invesco S&P 500 Equal-Weight ETF	-10.8%				
MDY	SPDR S&P 400 MidCap ETF	-14.0%				
IWM	iShares Russell 2000 ETF	-22.5%				
EWMC	Invesco S&P 400 MidCap Equal-Weight	-13.2%				
EWSC	Invesco S&P 600 SmallCap Equal-Weight	-18.0%				

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

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

Nevertheless, the portfolio is outperforming all relevant large cap, mid-cap, and small-cap benchmarks (including both cap-wt and equal-wt.



# Latest Q3 2022 Baker's Dozen Portfolio – statistics upon launch

### Launch date 7/20/2022

Ticker	Company Name	Sector	Industry	Mkt Cap (\$B)	NTM EPS Growth	Fwd PE	Fwd PEG	Div Yield	EQR	GQR	Return thru 9/23/22
AVGO	Broadcom	Information Technology	Semiconductors	205.5	22.5%	12.9	0.57	3.3%	5	8	-7.7%
вох	Box	Information Technology	Application Software	3.9	36.6%	22.2	0.61	0.0%	5	10	-12.0%
CF	CF Industries Holdings	Materials	Fertilizers and Agricultural Chemicals	18.1	82.6%	5.0	0.06	1.9%	5	9	10.0%
CHDN	Churchill Downs	Consumer Discretionary	Casinos and Gaming	7.9	48.7%	19.8	0.41	0.3%	5	8	-14.8%
DVN	Devon Energy	Energy	Oil & Gas Exploration and Production	37.8	101.2%	5.7	0.06	9.3%	5	9	2.3%
HRI	Herc Holdings	Industrials	Trading Companies and Distributors	3.0	46.8%	8.2	0.18	2.4%	3	8	0.1%
LNTH	Lantheus Holdings	Health Care	Health Care Supplies	4.9	112.9%	23.8	0.21	0.0%	5	10	-7.8%
MRO	Marathon Oil	Energy	Oil & Gas Exploration and Production	15.9	118.2%	4.3	0.04	1.5%	3	9	-4.1%
ON	ON Semiconductor	Information Technology	Semiconductors	25.5	26.2%	12.2	0.47	0.0%	4	10	5.4%
PGR	The Progressive	Financials	Property and Casualty Insurance	65.5	81.5%	19.5	0.24	1.7%	3	10	9.2%
PLAB	Photronics	Information Technology	Semiconductor Equipment	1.3	41.0%	9.9	0.24	0.0%	5	8	-32.0%
ТМНС	Taylor Morrison Home	Consumer Discretionary	Homebuilding	3.2	54.4%	2.9	0.05	0.0%	3	7	-12.6%
VLO	Valero Energy	Energy	Oil & Gas Refining and Marketing	44.4	262.2%	4.6	0.02	3.7%	3	8	-7.2%
Notes			Average:	33.6	79.6%	11.6	0.15	1.9%	4.2	8.8	-5.4%

**Notes** 

➤ Diverse Large/Mid/Small cap mix of 5/4/4

➢ 6 Value and 7 Growth stocks

6 secular growth Tech/Healthcare/Consumer companies balanced with 7 cyclical growth Consumer/Industrials/Materials/Energy names

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

SPY	SPDR S&P 500 ETF Trust	-6.4%
RSP	S&P 500 Equal-Weight ETF	-6.4%
EWMC	S&P 400 MidCap Equal-Weight ETF	-7.2%
EWSC	S&P 600 SmallCap Equal-Weight ETF	-11.0%



## **Sabrient Portfolios**

- > Q3 2022 Baker's Dozen (13 stocks) launched on 7/20
- > 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 5.5%!



# Forward Looking Value Portfolio – 2022

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

ACLS	Axcelis Technologies, Inc.	Information Technology	NPO	EnPro Industries, Inc.	Industrials
CF	CF Industries Holdings, Inc.	Materials	OC	Owens Corning	Industrials
CLS	Celestica Inc.	Consumer Staples	ON	ON Semiconductor Corporation	Information Technology
CMI	Cummins Inc.	Industrials	PDCE	PDC Energy, Inc.	Energy
COLL	Collegium Pharmaceutical, Inc.	Health Care	PFE	Pfizer Inc.	Health Care
COP	ConocoPhillips	Energy	PHM	PulteGroup, Inc.	<b>Consumer Discretionary</b>
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)	<b>Communication Services</b>	ST	Sensata Technologies Holding Plc	Industrials
HAL	Halliburton Company	Energy	TMHC	Taylor Morrison Home Corporation	Consumer Discretionary
HEES	H&E Equipment Services, Inc.	Industrials	TOL	Toll Brothers, Inc.	<b>Consumer Discretionary</b>
HRI	Herc Holdings, Inc.	Industrials	TROX	Tronox Holdings Plc (Class A)	Materials
IP	International Paper Company	Materials	TXT	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



## **Market Outlook - 1**

- 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 since 2010). Also, the Fed must ensure a sufficient supply of dollars for global finance...and not export inflation via an 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 16.0x and 11.4x (as of 9/23/22) due to flagging consumer & investor sentiment, higher discount rate, deleveraging, and falling EPS guidance. Share prices are now based more on earnings growth rather than 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) as 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/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) Prolonged/escalated (or nuclear) war in Ukraine and associated sanctions
- (2) New COVID lockdowns that prolong China's economic slowdown and stunt supply chains
- (3) Persistent "structural" inflation makes Fed overly hawkish, inducing a deep recession
- (4) Corporate earnings growth falls short of expectations
- (5) Escalation in global financial/technological/military conflicts



# Proposal: Sabrient Quality Index Series (for ETF 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!

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



## Resources

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

> Send email request to: <a href="mailto:support@Sabrient.com">support@Sabrient.com</a>

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

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

# 3. Sector Detector newsletter / blog post

Go to sign-up box on Sabrient.com home page



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