### **Model Portfolio: August 2017: Exec Comp Aligned With ROIC**

15 Large/Mid/Small Cap Stocks

- Figure 1 shows five new stocks that make our August list.
- The Executive Compensation Aligned With ROIC Portfolio (-3.9%) underperformed the S&P 500 (+0.7%) last month.
- Since inception, this model portfolio is up 17% while the S&P 500 is up 18%.
- Figure 8 shows the four stocks that outperformed from July's report.
- The stocks in this model portfolio earn an Attractive or Very Attractive rating. All of the companies have executive compensation plans that are aligned with return on invested capital (ROIC).
- ROIC is by far the biggest driver of stock valuation.

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### Figure 1: Additions for August

	Portfolio Additions				
Ticker	Ticker Company Name				
CULP	Culp Inc.				
ESRX	Express Scripts Inc.				
PLXS	Plexus Corporation				
SMP	Standard Motor Products				
STX	Seagate Technology				

Sources: New Constructs, LLC

This model portfolio is updated around the 15<sup>th</sup> of every month.

Please see Appendix B for explanations of additions and deletions to the Executive Compensation Aligned With ROIC Model Portfolio.



### The 5 "Accurate ROIC Calculation/Strong Alignment with Exec Comp" Stocks for August

We recommend that investors equal-weight holdings in all 5 stocks.

Figure 2: 5 Accurate ROIC Calculation/Strong Alignment with Exec Comp Stocks for August

		High-Quality Earnings  As of Last Twelve Months			Executive Compensation Plans Aligned with ROIC				
Ticker	Company Name	Sector	Positive Economic EPS	Economic Invested Free Ca		Positive Low Price-to- Free Cash Economic Implied GAP Flow Yield Book Value (years)		Market Value (\$mm)	Proxy Statement
NVR	NVR Inc.	Consumer Discretionary	\$102.49	21%	4%	1.2	1	\$10,265	NVR Proxy Statement
KMB	Kimberly-Clark Corp	Consumer Staples	\$4.79	17%	4%	1.1	2	\$42,993	KMB Proxy Statement
CBRL	Cracker Barrel Old Country	Consumer Discretionary	\$6.76	14%	5%	0.9	Less than 1	\$3,682	CBRL Proxy Statement
SMP*	Standard Motor Products	Consumer Discretionary	\$1.72	12%	4%	0.9	Less than 1	\$1,042	SMP Proxy Statement
CULP*	Culp Inc.	Consumer Discretionary	\$0.87	11%	4%	0.9	Less than 1	\$346	CULP Proxy Statement

<sup>\*</sup> Addition to the list in August

Stocks are ranked by ROIC in Descending Order

Sources: New Constructs, LLC



### The 5 "Flawed ROIC Calculation/Strong Alignment with Exec Comp" Stocks for August

We recommend that investors equal-weight holdings in all 5 stocks.

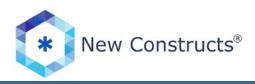
Figure 3: 5 Flawed ROIC Calculation/Strong Alignment with Exec Comp Stocks for August

		High-Quality Earnings			Executive Compensation Plans				
			As of Las	t Twelve Months		as of	8/14/17		Aligned with ROIC
Ticker	Company Name	Sector	Positive Return On Invested Capital (ROIC)		Positive Free Cash Flow Yield	Free Cash Economic Implied		Market Value (\$mm)	Proxy Statement
HAS	Hasbro Inc.	Consumer Discretionary	\$3.46	17%	5%	1.1	2	\$12,288	HAS Proxy Statement
STX*	Seagate Technology	Information Technology	\$2.30	17%	15%	0.7	Less than 1	\$9,499	STX Proxy Statement
GWW	W.W. Grainger Inc.	Industrials	\$8.01	14%	8%	0.8	Less than 1	\$9,634	<b>GWW Proxy Statement</b>
IIIN	Insteel Industries	Industrials	\$0.56	11%	1%	1.2	2	\$490	IIIN Proxy Statement
PLCE	Childrens Place	Consumer Discretionary	\$3.91	11%	7%	0.8	Less than 1	\$1,828	PLCE Proxy Statement

<sup>\*</sup> Addition to the list in August

Stocks are ranked by ROIC in Descending Order

Sources: New Constructs, LLC



### The 5 "Weak Alignment with Exec Comp" Stocks for August

We recommend that investors equal-weight holdings in all 5 stocks.

Figure 4: 5 Weak Alignment with Exec Comp Stocks for August

		High-Quality Earnings			Executive Compensation Plans				
1			As of Las	t Twelve Months		as of	8/14/17		Aligned with ROIC
Ticker	Company Name	Sector	Positive Return On Invested Capital (ROIC)		Free Cash Flow Yield Low Price-to- Economic Book Value		Short Market- Implied GAP (years) Market Value (\$mm)		Proxy Statement
SBUX	Starbucks Corporation	Consumer Discretionary	\$1.70	23%	4%	1.6	5	\$76,844	SBUX Proxy Statement
ORLY	O'Reilly Automotive	Consumer Discretionary	\$9.28	21%	5%	1.0	Less than 1	\$17,466	ORLY Proxy Statement
ABC	AmerisourceBergen	Health Care	\$4.94	16%	5%	0.7	Less than 1	\$17,546	ABC Proxy Statement
ESRX*	Express Scripts	Health Care	\$3.42	11%	9%	0.6	Less than 1	\$35,410	ESRX Proxy Statement
PLXS*	Plexus Corporation	Information Technology	\$1.36	10%	4%	0.9	Less than 1	\$1,717	PLXS Proxy Statement

<sup>\*</sup> Addition to the list in August

Stocks are ranked by ROIC in Descending Order

Sources: New Constructs, LLC

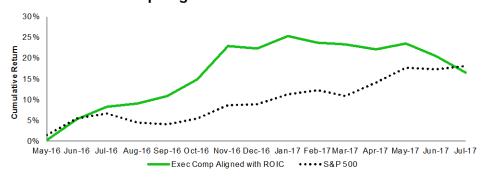


### Exec Comp Aligned With ROIC: Overall Performance

Per Figure 5, The Exec Comp Aligned with ROIC Portfolio has underperformed since inception in May 2016. Since then, the Exec Comp Aligned with ROIC Portfolio has cumulative returns of 17% compared to 18% for the S&P 500. A detailed breakdown of last month's performance can be seen on the next page.

Figure 5: Performance of Exec Comp Aligned With ROIC Model Portfolio

#### Exec Comp Aligned With ROIC vs. S&P 500



Sources: New Constructs, LLC

Note: Gain/Decline performance analysis excludes transaction costs and dividends.

Figure 6: Monthly Return of Exec Comp Aligned With ROIC

	Portfolio	Returns	3			
	2Q16	3Q16	4Q16	1Q17	2Q17	17-Jul
Exec Comp Aligned With ROIC	5.3%	5.6%	11.4%	1.1%	-2.9%	-3.9%
SP 500	5.4%	-1.4%	5.0%	2.0%	6.4%	0.7%

Sources: New Constructs, LLC

Note: Gain/Decline performance analysis excludes transaction costs and dividends.

Figure 7: Cumulative Return of Exec Comp Aligned With ROIC

Cumulative Portfolio Returns						
	2Q16	3Q16	4Q16	1Q17	2Q17	17-Jul
Exec Comp Aligned With ROIC	5%	11%	22%	23%	21%	17%
S&P 500	5%	4%	9%	11%	17%	18%

Sources: New Constructs, LLC

Note: Gain/Decline performance analysis excludes transaction costs and dividends.



### Exec Comp Aligned With ROIC: Monthly Updates

The Exec Comp Aligned With ROIC Portfolio (-3.9%) underperformed the S&P 500 (+0.7%) last month. Four stocks from our July Exec Comp Aligned With ROIC lists outperformed the S&P 500, and four stocks had positive returns. See Figure 8 for details. For updates on the performance of all of last month's stocks, see Appendix A. We measure our July performance based on closing prices from July 13, 2017 to August 14, 2017. We published last month's report to subscribers on July 13, 2017.

Figure 8: Four Stocks That Outperformed From July's Report

Exec Comp Aligned With ROIC						
Ticker	Company Name	Change From 7/13/17				
NVR	NVR Inc.	8.5%				
ORLY	O'Reilly Automotive Inc.	7.5%				
SBH	Sally Beauty Holdings	3.6%				
FL	Foot Locker	1.5%				
S&P 500	S&P 500	0.7%				

Sources: New Constructs, LLC

Note: Gain/Decline performance analysis excludes transaction costs and dividends.



### Exec Comp Aligned With ROIC: Methodology

Stocks on the Exec Comp Aligned With ROIC list must earn an Attractive or Very Attractive rating. Stocks earn an Attractive or Very Attractive rating when they have:

#### 1. High-Quality Earnings based on:

- a. Returns on Invested Capital that are rising; and
- b. Economic Earnings/Cash Flows that are positive.

#### AND

#### 2. Cheap Valuations based on:

- a. Free-Cash Flow Yields<sup>1</sup> that are positive;
- b. Price-to-Economic Book Value (EBV)<sup>2</sup> ratios that are relatively low; and
- c. Growth Appreciation Periods<sup>3</sup> (GAP) that are relatively low.

Figure 9 shows our Risk/Reward Rating analysis, which we apply to each of the 3000+ companies that we cover. Stocks get a grade of 1 to 5 for each criterion, 5 being the worst and 1 being the best score. The Overall score is based on the average score of all five criteria. Stocks must get an average score of 1.4 or below to be rated Very Attractive.

Figure 9: New Constructs Risk/Reward Rating for Stocks

	Quality of	Earnings	Valuation				
Risk/Reward	Econ vs Reported EPS ①	ROIC ①	FCF Yield ①	Price to	GAP ⑦		
Very Unattractive	Misleading Trend	Bottom Quintile	<-5%	> 3.5 or -1 < 0	> 50		
Unattractive	False Positive	4th Quintile	-5% < -1%	2.4 < 3.5 or < -1	20 < 50		
Neutral	Neutral EE	3rd Quintile	-1% < 3%	1.6 < 2.4	10 < 20		
Attractive	Positive EE	2nd Quintile	3% < 10%	1.1 < 1.6	3 < 10		
Very Attractive	Rising EE	Top Quintile	> 10%	0 < 1.1	0<3		

Sources: New Constructs, LLC

Up to 15 stocks can make it into this model portfolio. These 15 stocks are broken into three groups of five:

- 1. Group 1: fairly accurate calculations of ROIC and strong alignment with executive compensation.
- 2. Group 2: question marks over their ROIC calculations but good alignment with executive compensation.
- 3. Group 3: weak alignment with executive compensation and put more value on metrics such as EPS.

<sup>&</sup>lt;sup>1</sup> Free-Cash Flow Yields measure the % of the total value of the firm for which the Free Cash Flows of the firm account. The formula is FCF/Current Enterprise Value.

<sup>&</sup>lt;sup>2</sup> Economic Book Value (EBV) measures the no-growth value of the business based on its annual after-tax cash flow. The Formula for EBV is: (NOPAT / WACC) + Excess Cash + Non-operating assets – Debt (incl. Operating Leases) - Value of Outstanding Stock Options – Minority Interests.

<sup>&</sup>lt;sup>3</sup> Growth Appreciation Period measures the number of years, implied by the market-price, that a company will grow its economic earnings. This measure assigns a numerical value to the width of the moat around a firm's business.



### **MONTHLY UPDATE**

8/15/2017

Ultimately, any alignment between executive compensation and ROIC is better than none, but by using superior calculations and aligning a larger percentage of compensation with ROIC, the stocks in Group 1 do the best job of incentivizing shareholder value creation.

To be fair, calculating an accurate ROIC is not easy by any means. We have spent millions of dollars on technology to help us collect and model data as accurately as is humanly possible; so our standards are a little high. Still, we think investors should have high standards in this area.

For more on the methodology behind the Exec Comp Aligned With ROIC Model Portfolio, click here.



### Explanation of Risk/Reward Rating System

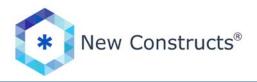
Our Risk/Reward Rating System assigns a rating to every stock under our coverage according to what we believe are the 5 most important criteria for assessing the risk versus reward of stocks. See table that follows for details.

Risk/Reward Ranking	The Risk/Reward Ranking provides a final rating based on the equal-weighted average rating of each criterion.
Very Unattractive	FCF Yield is not included in the average.
Unattractive	FCF Yield is not included in the average.
Neutral	All criteria are equal-weighted in the average calculation.
Attractive	All criteria are equal-weighted in the average calculation.
Very Attractive	All criteria are equal-weighted in the average calculation.

Economic vs Reported EPS	Rates stocks based on how their Economic Earnings compare to their Reported Earnings. Values based on Latest Fiscal Year.
Very Unattractive	Negative and declining Economic Earnings despite positive and rising Reported Earnings
Unattractive	Same as above except Reported Earnings are not rising or Reported Earnings are not positive
Neutral	Negative Economic and Reported Earnings
Attractive	Economic Earnings are positive
Very Attractive	Economic Earnings are positive and rising

Return on Invested Capital (ROIC)	Rates stocks based on their ROIC. Values based on Latest Fiscal Year.
<b>Bottom Quintile</b>	Very Unattractive = the bottom 20% of Russell 1000 companies
4th Quintile	Unattractive = the bottom 40% of Russell 1000 companies
3rd Quintile	Neutral = the middle 20% of Russell 1000 companies
2nd Quintile	Attractive = the top 40% of Russell 1000 companies
Top Quintile	Very Attractive = the top 20% of Russell 1000 companies

FCF Yield	Rates stocks based on their Free Cash Flow Yield. Values based on Latest Closing Stock price and Latest Fiscal Year.
<-5%	Very Unattractive = less than or equal to -5%
-5%<-1%	Unattractive = more than -5% but less than or equal to -1%
-1%<3%	Neutral = more than -1% but less than or equal to +3%
3%<10%	Attractive = more than +3% but less than or equal to +10%
>10%	Very Attractive = more than +10%



### **MONTHLY UPDATE**

8/15/2017

Price-to-EBV Ratio	Rates stocks based on their Price-to-Economic Book Value Ratio. Values based on Latest Closing Stock price and Latest Fiscal Year.	
>3.5 or -1>0	Very Unattractive = greater than or equal to 3.5 or less than 0 but greater than -1	
2.4>3.5 or <-1	Unattractive = greater than or equal to 2.4 but less than 3.5 and less than or equal to -1	
1.6>2.4	Neutral = greater than or equal to 1.6 but less than 2.4	
1.1>1.6	Attractive = greater than or equal to 1.1 but less than 1.6	
0>1.1	Very Attractive = greater than or equal to 0 but less than 1.1	

Growth Appreciation Period (yrs)	Rates stocks based on their Market-Implied Growth Appreciation Period. Values based on Latest Closing Stock price and Default Forecast Scenario.	
>50	Very Unattractive = greater than or equal to 50 years	
20>50	Unattractive = at least 20 years but less than 50	
10>20	Neutral = at least 10 years but less than 20	
3>10	Attractive = at least 3 years but less than 10	
0>3	Very Attractive = at least 0 years but less than 3	



### Appendix A – Performance of Stocks on July's Report

Figure 10: Performance of All Stocks From July's Report

Exec Comp Aligned With ROIC			
Ticker	Company Name	Change From 7/13/17	
NVR	NVR Inc.	8.5%	
ORLY	O'Reilly Automotive Inc.	7.5%	
SBH	Sally Beauty Holdings	3.6%	
FL	Foot Locker	1.5%	
S&P 500	S&P 500	0.7%	
KBAL	Kimball International	-0.9%	
GWW	W.W. Grainger	-1.8%	
KMB	Kimberly-Clark Corp	-1.8%	
LEA	Lear Corp	-3.1%	
CBRL	Cracker Barrel Old Country Store	-3.6%	
PLCE	Childrens Place	-3.9%	
HOG	Harley-Davidson Inc.	-6.8%	
SBUX	Starbucks Corporation	-8.8%	
HAS	Hasbro Inc.	-12.1%	
ABC	AmerisourceBergen Corp	-13.8%	
IIIN	Insteel Industries	-23.1%	
Portfolio R	-3.9%		

Sources: New Constructs, LLC Note: Gain/Decline performance analysis excludes transaction costs and dividends.



### Appendix B – Additions and Deletions

### Accurate ROIC Calculation/Strong Alignment With Exec Comp Deletions:

FL - Displaced by improved rank of other stocks LEA - Displaced by improved rank of other stocks

#### Additions:

CULP - Addition by improved rank over other stocksSMP - Addition by improved rank over other stocks

### Flawed ROIC Calculation/Strong Alignment With Exec Comp Deletions:

KBAL - Expected to file 10-K within current month

#### Additions:

STX - Addition by improved rank over other stocks

#### **Weak Alignment With Exec Comp**

#### **Deletions:**

HOG - Displaced by improved rank of other stocksSBH - Displaced by improved rank of other stocks

#### Additions:

ESRX - Addition by improved rank over other stocksPLXS - Addition by improved rank over other stocks



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