## STOCK PICKS AND PANS

2/27/18

# **Position Close Update: The Travelers Companies (TRV)**

The Travelers Companies (TRV: \$143/share) - Closing Long Position - up 158% vs. S&P +131%

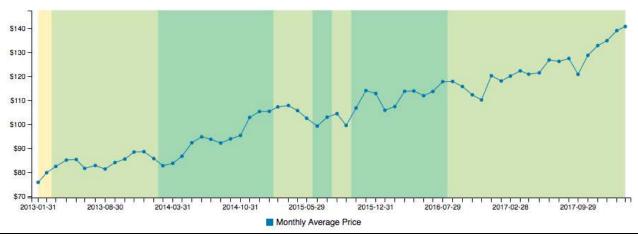
The Travelers Companies was originally selected as a <u>Long Idea on 11/22/10</u> and reiterated on <u>11/18/14</u>. At the time of both reports, the stock received a Very Attractive rating. Our investment thesis highlighted consistent after-tax profit (<u>NOPAT</u>) growth, strong <u>free cash flow</u> generation, and a low <u>PEBV</u> ratio that highlighted overly pessimistic expectations baked into the stock price.

During the 7-year holding period, TRV outperformed, rising 158% compared to a 131% gain for the S&P 500. TRV was downgraded to Neutral on 2/16/18 after our Robo-Analyst parsed the most recent 10-K. While TRV's valuation remains attractive, the company's ROIC fell from 10% in 2016 to 7% in 2017. This decline is the continuation of a downward decline in ROIC, which was as high as 13% in 2013. There is a strong correlation between improving ROIC and increasing shareholder value and due to this continued decline in ROIC, we are closing this position.

We hope investors were able to participate in the 158% rise in stock price since we first featured TRV.

Figure 1: TRV Stock Price and Risk/Reward Rating History

#### ▼ Normalized Rating History - Monthly Average\*



Sources: New Constructs, LLC and company filings

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Disclosure: David Trainer, Kyle Guske II, and Sam McBride receive no compensation to write about any specific stock, style, or theme.

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### To fulfill the Duty of Care, research should be:

- 1. **Comprehensive** All relevant publicly-available (e.g. 10-Ks and 10-Qs) information has been diligently reviewed, including footnotes and the management discussion & analysis (MD&A).
- 2. **Un-conflicted** Clients deserve unbiased research.
- 3. **Transparent** Advisors should be able to show how the analysis was performed and the data behind it.
- 4. **Relevant** Empirical evidence must provide <u>tangible</u>, <u>quantifiable correlation</u> to stock, ETF or mutual fund performance.

## Value Investing 2.0: Diligence Matters: Technology is Key to Value Investing With Scale

Accounting data is only the beginning of fundamental research. It must be translated into economic earnings to truly understand profitability and valuation. This translation requires deep analysis of footnotes and the MD&A, a process that our <u>robo-analyst technology</u> empowers us to perform for thousands of stocks, ETFs and mutual funds.



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