

AGENDA



- 1. What's the problem with the capital markets?
 - a) Identifying the cause of the problem
 - b) FINTECH's response?
- 2. The fix: Economic Earnings
 - a) What's the difference vs accounting earnings?
 - b) Why does the difference matter?
- 3. How do we execute the fix?

HOLDING PERIODS ARE DOWN, TURNOVER IS UP





HOW HAS INVESTING CHANGED OVER THE YEARS?



Shorter Holding Periods for Stocks

- Until mid-1960's average holding period was seven years
- Today, average holding period is less than one year and annual portfolio turnover is more than 100%¹

Major Reactions to Quarterly Earnings

- Stock prices make large moves in response to earnings surprises
- Suggests that long-term cash flows are less important

Amateur Individual Investors - Growth Market

- Schwab, TD Waterhouse, Scottrade
- Day trading

Media - Growth Market

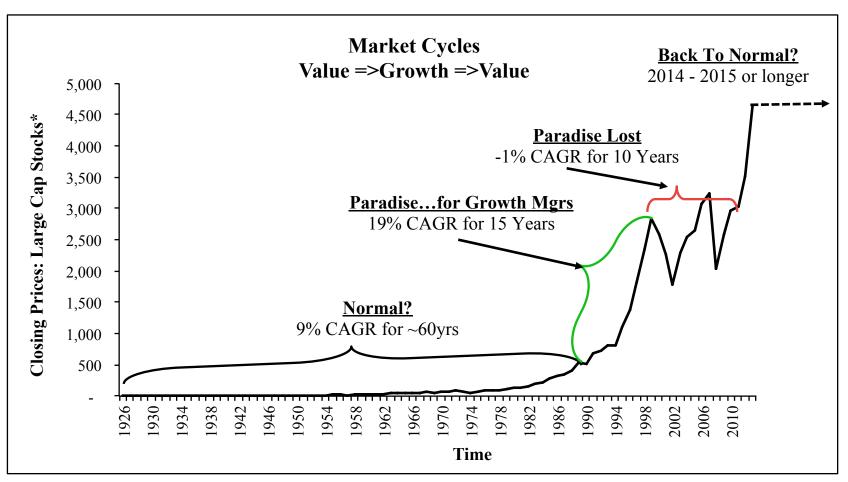
- TV: Mad Money, CNBC Squawk Box, and Squawk on the Street
- Print: Wall Street Journal, Investors Business Daily, local newspapers
- Web: Motley Fool, TheStreet.Com, CBS MarketWatch

¹Rappaport, Alfred. "The Economics of Short-Term Performance Obsession." *Financial Analysts Journal*, vol. 61, no. 3 (May/June): 65-79.

MARKETS CHANGED IN THE 1990s



Value investing declined; Fundamentals No Longer Matter



Source: Novo Capital Management, LLC and Ibbotson

Ibbotson, 2008 Ibbotson Stocks, Bonds, Bills and Inflation Valuation Yearbook, (Chicago: Morning Star, 2008), 228-229
•Large Cap Stocks" as defined by Ibbotson are the best comparison for the S&P 500, which did not exist as it does today in 1926.

TECHNOLOGY FOR TRANSACTIONS









What's the source of the problem?

RECORD LEVELS OF NOISE/SIGNAL

Superior Research Gives You an Edge





EVIDENCE: EPS & RATING MANIPULATION



MarketWatch.com 8/18/2015: Survey of 250+ CFOs

- 1. "20% of CFOs say earnings are fudged"
- 2. "Magnitude of misrepresentation is 10%"
- 3. [sell side] "Analysts usually don't actively detect poor earnings quality."

Financial Times 8/12/2015: Wall Street analyst confesses

- 1. "Why a buy is not really a buy" Integrity Research
- 2. "Brown-Nosed Buy", "Client Driven Buy", "Industry Buy" and "Neglect"
- 3. Ignored by institutional investors, dangerous to the rest

IS EVERYONE A SPECULATOR?



Survey of How Institutional Investors Describe Themselves

Quasi-Indexers	61%
Transients	31%
<u>Dedicated</u>	<u>8%</u>
Total	100%

Source: Brian Bushee, "Identifying and Attracting the 'Right' Investors: Evidence on the Behavior of Institutional Investors," Journal of Applied Corporate Finance, Vol. 16, 4, Fall 2004, 28-35 Mr. Bushee is a Finance Professor and Wharton School of Business

Institutional Investor Categories Definitions

- Quasi-indexers low turnover and small stakes
- 2. Transients high turnover and small stakes
- 3. Dedicated low turnover and large stakes

"Raising Money Matters More Than Managing Money"

DILIGENCE IS TOO EXPENSIVE







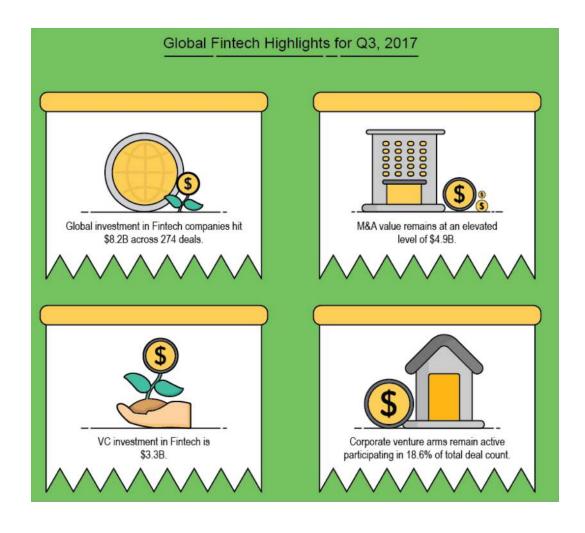
FINTECH's solutions?

FINTECH HAS ATTRACTED LOTS OF \$





Key leaders recognize the inevitability of technology and automation changing the business.



- "At BlackRock, Machines Are Rising Over Managers to Pick Stocks"
- New York Times on Larry Fink's strategy

"Artificial
Intelligence
creates \$1 trillion
of change in the
front, middle and
back office of the
financial services
industry."

AutonomousNE XT – industry research firm

VCs ARE FOCUSED ON THE WRONG GOALS

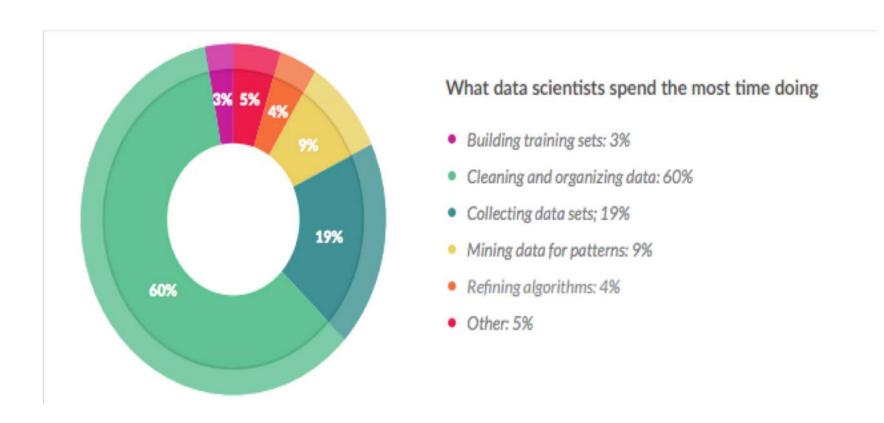
"Cleaning" data is a fallacy



80% of capital and time goes to data cleaning and collection.

Data quality is too poor for AI to work.

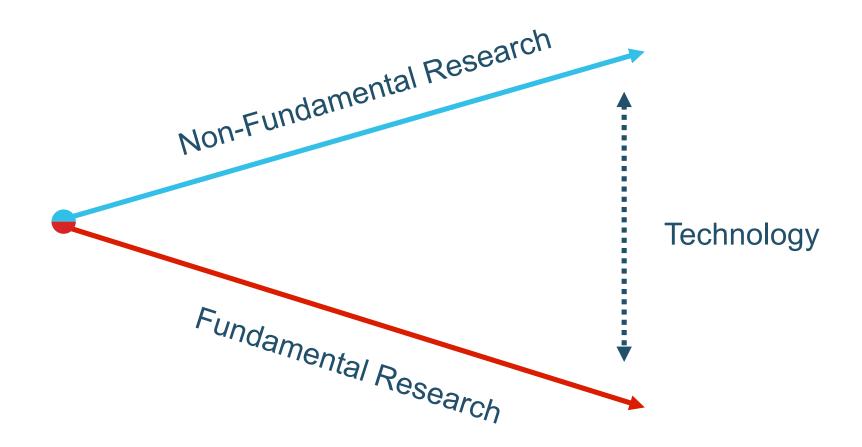
We solve that problem with superior data.



TECHNOLOGY & REGULATION ARE CHANGING INVESTING



Shorter holding periods, focus on immediate returns





Part II The Fix: Economic Earnings

BRING BACK "INVESTING"



Speculator

"If you are a speculator, your decision to buy or sell is based on what you believe about the near-term direction of price."
- Ben Graham

"...speculation is the activity of forecasting the psychology of the market."

- John Maynard Keynes

Vs.

Investor

"If you are an investor, your decision to buy and sell is based on the underlying economics of the stock you own."

- Ben Graham

"Investing is an activity of forecasting the yield on assets over the life of the asset..."

- John Maynard Keynes

ECONOMICS DO NOT ALWAYS FOLLOW ACCOUNTING

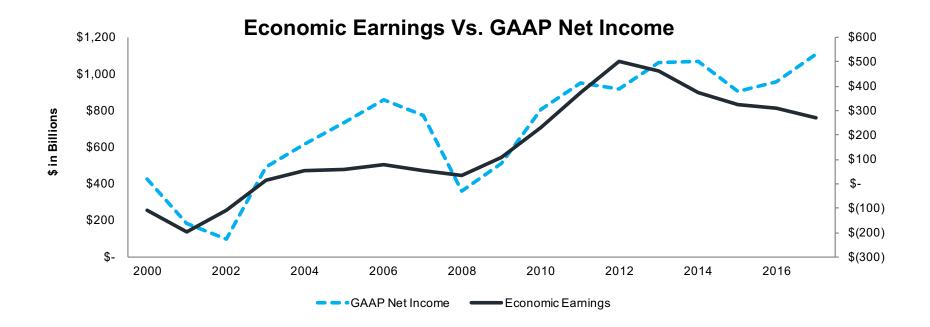




"Look at the financial footnotes in 10-K filings and the gains then disappear"

"Only 1 sector has experienced real earnings gains in the past 12 months"

- MarketWatch.com <u>5/4/17</u> & <u>2/28/18</u>



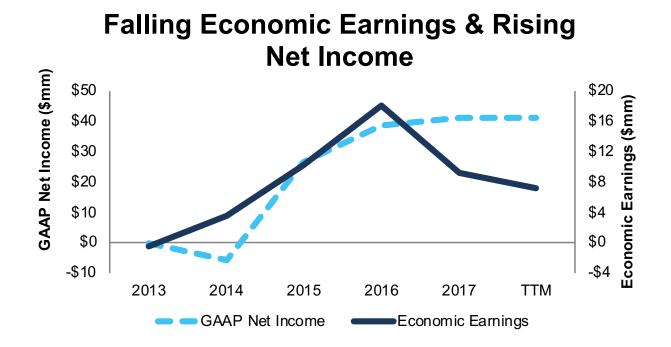
WHAT YOU SEE IS NOT WHAT YOU GET





Installed Building Products (IBP)

Economic Earnings per share -18% CAGR from 2015-2017 while GAAP EPS +24%



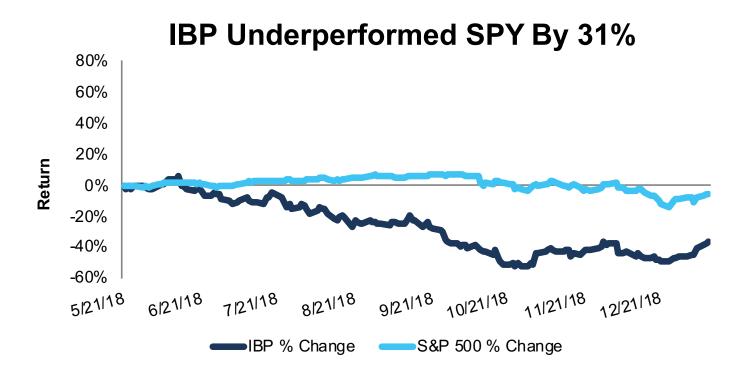
^{*}This graph was created based on information collected and analyzed by New Constructs, LLC. New Constructs regularly gathers information from over 3,000 companies' 10Ks, including the Notes to the Financial Statements and MD&A.



Warned on 5/21/2018: Installed Building Products (IBP)

"Roll-Up Scheme Destroying Shareholder Value"

- 1. "High-Low Fallacy" allows acquisitions to grow GAAP EPS while destroying value
- 2. Down 36% while SPY was down ~5%, still Unattractive rated open position



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THE EARNINGS GAME IS NOT NEW

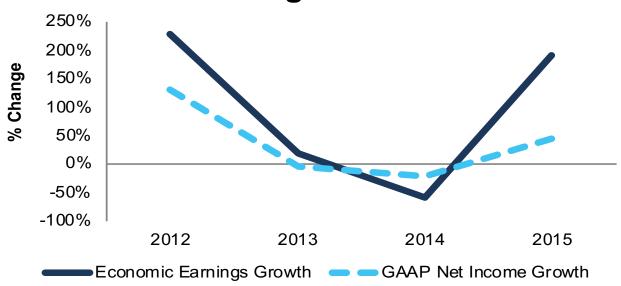




NVIDIA (NVDA)

From 2011-2015, EE per share grew at a CAGR of 48% vs. 27% for GAAP EPS

NVDA GAAP vs. Economic Earnings Growth



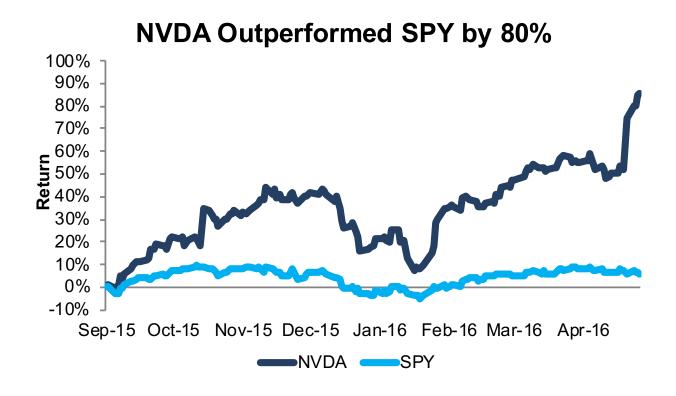
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Accounting Results Missed the Bigger Picture

- 1. 2015 GAAP earnings understated by \$60 million write-down (9% of GAAP results)
- 2. Up 86% while SPY +6% while rated "Attractive"
- 3. Up 41% vs SPY +6% when we closed official position on 12/10/15



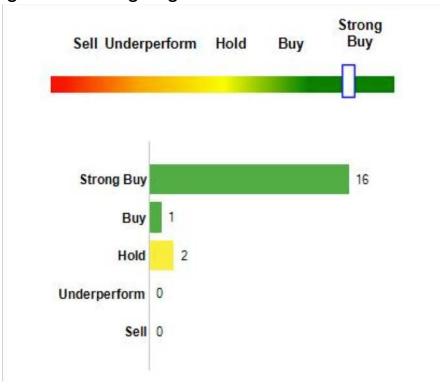
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FedEx Corporation (FDX)

- 1. Consensus Outperform rating, 16 out of 19 sell-side analysts rate "Strong Buy"
- 2. We rate Neutral
- 3. GAAP EPS up 69% TTM, economic earnings per share down 78%
- 4. Part of a long-term trend going back to 2015



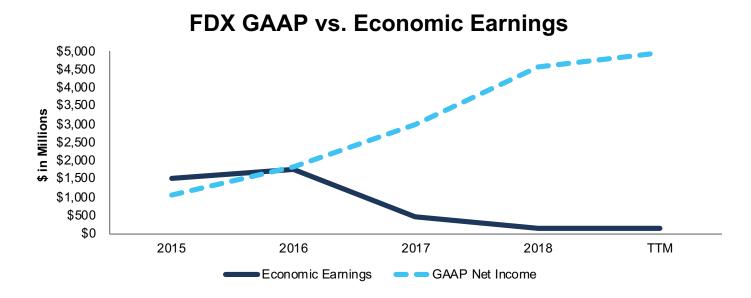
*Source: NASDAQ



Forensic Accounting Adjustments

FedEx Corporation (FDX)

- TTM GAAP net income distorted by \$1.4 billion tax gain, \$477 million pension benefit (combined they account for 37% of GAAP net income)
- 2. IC adjustments include \$14.1 billion in operating leases, \$2.1 billion accumulated write-downs (combined they equal 31% of total assets).
- 3. NOPAT increased 3% TTM, IC increased 5%, ROIC stayed flat at 7%
- 4. Economic earnings declined due to rising WACC



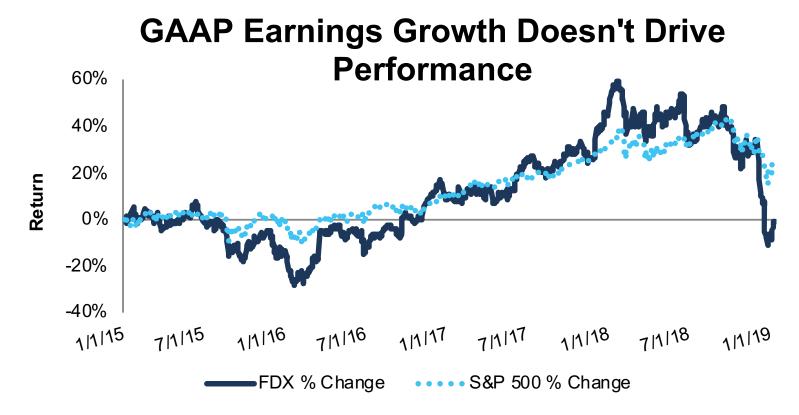
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FedEx Corporation (FDX)

- 1. Analysts bullish because of high EPS growth and low P/E of 9
- 2. P/E is not reliable because the "E" is inflated
- 3. GAAP EPS doesn't drive performance: stock flat since 2015 despite rising earnings



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What's the difference: Economic vs Accounting Earnings

WHY DILIGENCE IS NEEDED



Core Problem: GAAP is exploitable.

Only Solution: Read the Footnotes and MD&A.

Traditional P&L	Economic P&L
Revenues	Revenues
 operating expenses 	 operating expenses
	- Hidden Incomes/Charges
= pretax earnings	=pretax earnings
- taxes	- taxes
=Reported Profit	=Profit
	capital charge/hidden liabilities and assets
	= Economic Profit

WHAT IS DILIGENCE?



Scouring the Footnotes and MD&A of 10-Ks

- Hidden Expenses/Income
- Unrecorded Goodwill
- Impairments
- Unconsolidated Subsidiaries
- Minority Interests
- Unrealized Gains/Losses
- Changes in Accounting Rules
- Derivatives Exposure
- Customer Concentration
- FASB 159

- Employee Stock Options
- Option Valuation Assumptions
- Operating Leases
- Loan Loss/LIFO Reserves
- Pension Assumptions
- Excess Cash
- Pension Over/Under Funding
- Auditor's Opinions
- Carrying Value vs Fair Value
- Mid-year acquisitions

GETTING TO THE ECONOMICS

Measuring Key Results



- Invested Capital all cash invested in the business
- **WACC** rent management must pay for use of capital

Return on Invested Capital = NOPAT/Invested Capital

Economic Profit = (ROIC – WACC) * Invested Capital

<u>Free Cash Flow</u> = NOPAT – change in Invested Capital

Economic Profit Margin = ROIC - WACC



Part III Why do we care now?

MACHINES CAN BE BETTER AT SOME FORMS OF DILIGENCE

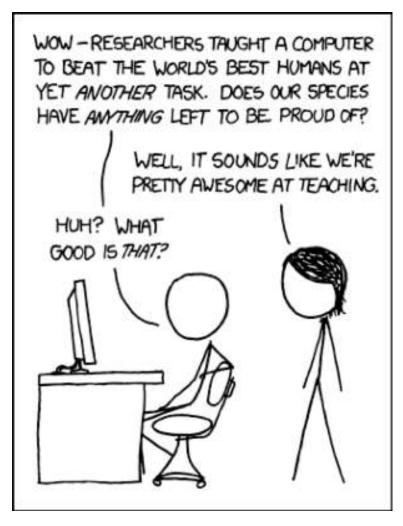




TRADITIONAL AI SEES THE WRONG PROBLEM

Subject Matter Expertise is Critical





Source for chart: xkcd

MACHINE LEARNING FROM EXPERTS Human-Validated Parsing Instructions from 120,000+ Filings





DISCLOSURE TRENDS ARE NOT YOUR FRIEND





Filings have grown to 200+ pages

(That's longer than the average novel.)

- Increasingly complex and time-consuming work
- Accounting rules are constantly changing

















GIVE CLIENTS THE (FIDUCIARY) SERVICE THEY EXPECT



LEVERAGE THE LATEST TECHNOLOGY AND GET AN EDGE WITH OUR RESEARCH ON STOCKS, ETFS AND MUTUAL FUNDS



Key Benefits

- 1. More trust from clients
- 2. Cost effective fulfillment of fiduciary duties
 - a. Comprehensive
 - b. Objective
 - c. Transparent
 - d. Relevant

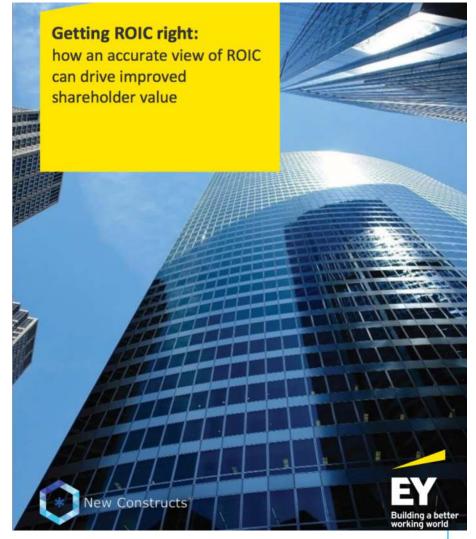
ERNST & YOUNG SHOWS OUR RIGOR MATTERS

White Paper: Investors Deserve Better Data



- It's not often that a big 4
 accounting firm like E&Y features
 the material superiority of a
 research firm's analytics.
- Our data is materially better.
 The white paper proves it.
 - The white paper provides specific examples for specific companies.
 - Google "Revenue 48,778", "long-term debt 16,215" to see which company is "Peer 1".

Click <u>here</u> for a copy.



POWERFUL RESEARCH AUTOMATION HAS ARRIVED

Technology Provides Only Solution Big Data



Harvard Business School Case Study features our Research Automation technology. "Disrupting Fundamental Analysis with Robo-Analysts"

Click here for a copy.



New Constructs: Disrupting Fundamental Analysis with Robo-Analysts

CEO David Trainer and COO Lee Moneta-Koehler of New Constructs had just met with a potential client. Their pitch was simple: New Constructs "leverages the only parsing technology capable of reviewing every detail of every 10-K and 10-Q* to deliver quality fundamental analysis at scale. After the presentation, the client responded, "You know, you might be right, Your data probably is better. But, as long as everybody's using the same bad data, I'm OK with that." This was a familiar response to Trainer and Moneta-Koehler: they were frustrated by investors who did not see the value of New Constructs' data or technology. They were concerned about the role of quality fundamental analysis in a market increasingly focused on more technical and other short-term trading strategies.

New Constructs

Trainer began working on Wall Street at Credit Suisse First Boston (CSFB) as a stock analyst in 1996, where he honed his skills in financial modeling and fundamental analysis. At CSFB, he spearheaded an effort to develop a consistent framework for measuring, comparing, and analyzing the economic earnings and profitability across all firms and industries globally. After reading through thousands of corporate filings, he realized that "the complexities of what's going on in modern day business are so much greater than what the current accounting standards can capture in the income statement and balance sheet." To construct a more accurate economic picture of the firm and to facilitate more meaningful comparisons of performance, his financial models incorporated quantitative details hidden in footnotes and the management's discussion and analysis (MD&A) section, such as operating lease obligations or components of income or expenses that are transitory in nature.

Although these adjustments were often meaningful to his overall assessment of a firm's operating performance and valuation, integrating these details into financial models was not the norm among many sell-side analysts. Trainer believed this was due to a few reasons. For one, the increasing length and complexity of corporate filings and the differences in the application of accounting rules across firms for similar transactions made the execution of such detailed financial models impractical. Even for Trainer, this mode of analysis was difficult to scale.

Professor Charles C.Y. Wang and Research Associate Kyle Thomas prepared this case. It was reviewed and approved before publication by a company designate. Funding for the development of this case was provided by Harvard Business School and not by the company, HIBS cases are developed solely, as the basis for class discussion. Cases are not intended to sover as endorsements, sources of primary date, or full statistical for the company date, and the company date, and the company date, and the company date, or full statistics of the company date, and the company date, or full statistics are consistent of the company date, and the company date, or full statistics are consistent of the company date, and the company date, or full statistics are consistent or company date, and the company date, or full statistics are consistent or company date, and the company date, and the company date, or full statistics are consistent or company date, and the company date and the company date, and the company date a

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THE TECHNOLOGY WORKS = DILIGENCE WITH SCALE 3rd-Party Validation By Harvard Business School & MIT Sloan



The Relation between Earnings and Future Cash Flows: A New Perspective*

Ethan Rouen

Harvard Business School

Eric So

Massachusetts Institute of Technology Sloan School of Management

> Charles C.Y. Wang Harvard Business School

July 2018
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Abstract

We provide new evidence on the usefulness of financial accounting in valuation analysis. A fundamental assumption in the use of GAAP financial statements for valuation is that accrual-based measures of firms' performance convey information about future cash flows incremental to current cash flows. However, recent evidence casts doubt on this assumption. We revisit this issue using a novel dataset that details all quantitative disclosures in firms' annual reports and identifies non-core revenues and expenses from net income, including those reported on the income statement and those hidden in the footnotes or the MD&A. Using these data to adjust GAAP net income, we show the resulting measure of core earnings offers forecasting power for future cash flows and earnings that are incremental to traditional measures of performance. These adjustments also better explain contemporaneous market prices and returns. Together, our results suggest that accounting information remains relevant for valuation and highlight the importance of careful accounting analysis for distilling information relevant for forecasting future performance.

COMPUSTAT & STREET EARNINGS ARE MISLEADING



Quotes from the paper:

- "this paper serves as a warning for researchers seeking to examine the value relevance of earnings."
- "Data aggregators like Compustat do not appear to collect and provide data on many non-operating or less persistent incomerelated items, even when managers make these adjustments in non-GAAP disclosures."
- "We find that, in many instances, Compustat does not report these disclosures— which can appear on the income statement as a separate line item or in the footnotes or the MD&A—in any of its fields."
- "These shortcomings make it difficult for users to construct a complete picture of a firm's earnings, but taking additional steps to adjust to GAAP net income can provide valuable insights."

SUCCESS WITH ELITE INSTITUTIONAL CLIENTS

Self-Directed Clients Are Natural Fit for Simpler Products

* New Constructs®

- Top hedge fund and institutional money managers
- Top wealth management firms
- Top advisors
- Top accounting, insurance & consulting firms



















































Appendix

ONLY 3 WAYS TO BEAT THE MARKET



Better Data - difficult and expensive to obtain

Better Analysis - not just your neighbor, one must out-think the entire market

Better Discipline - stick to your guns, don't follow the herd.

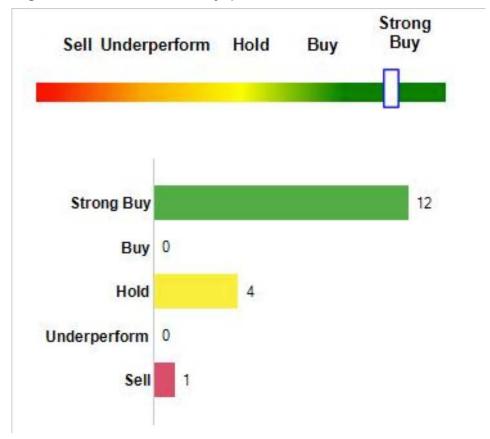
ECONOMICS DRIVE PERFORMANCE





Autodesk, Inc. (ADSK)

- 1. Consensus Outperform rating, 12 out of 17 sell-side analysts rate "Strong Buy"
- 2. We rate Unattractive
- 3. All the upside/good news is already priced in



*Source: NASDAQ

UNDERSTAND THE ECONOMICS OF EXPECTATIONS

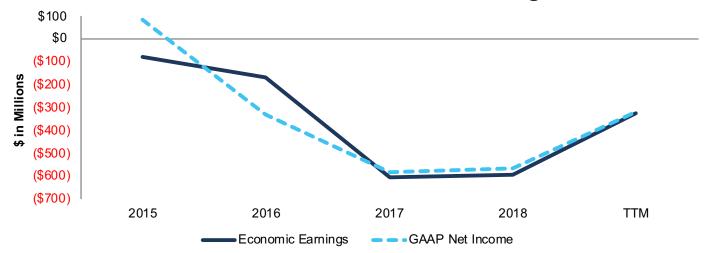




AutoDesk, Inc. (ADSK)

- TTM GAAP net income distorted by \$94 million restructuring charge (29% of TTM GAAP loss)
- 2. IC adjustments include \$210 million in operating leases, \$300 million in accumulated asset write-downs, \$120 million in accumulated OCI (15% of total assets)
- 3. Both GAAP and EE bottomed out in 2017 due to shift to subscription-based model, bullish ratings based on recent improvement

ADSK GAAP vs. Economic Earnings



^{*}This graph was created based on information collected and analyzed by New Constructs, LLC. New Constructs regularly gathers information from over 3,000 companies' 10Ks, including the Notes to the Financial Statements and MD&A.

UNDERSTAND THE ECONOMICS OF EXPECTATIONS

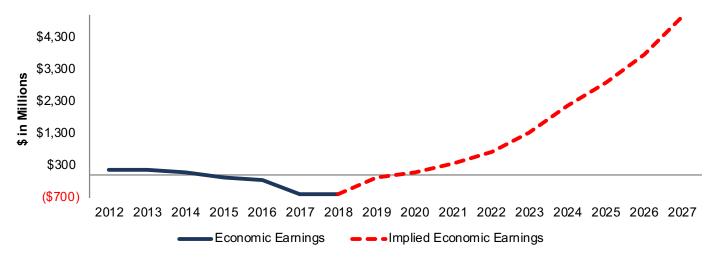




Autodesk, Inc. (ADSK)

- Transition to subscription-based model helped drive 28% year-over-year revenue growth in most recent quarter
- 2. Losses are narrowing, pre-tax operating margin rose from -20% last year to -4% TTM
- 3. Our DCF shows that the \$140/share stock price implies they can maintain revenue growth of 30% annually for 9 years PLUS reach long-term pre-tax margins of 30%, equal to competitor Adobe (ADBE)

ADSK Implied Growth



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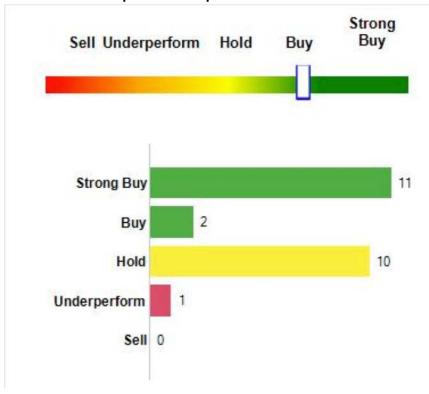
UNDERSTAND THE ECONOMICS OF EXPECTATIONS



Expectations out of sync with reality

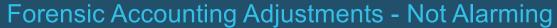
Nike, Inc. (NKE)

- 1. Consensus Outperform rating, 13 out of 24 sell-side analysts rate "Buy" or better
- 2. We rate Neutral
- 3. Forensic accounting adjustments show slight decline in ROIC
- 4. Premium valuation compared to peers



*Source: NASDAQ

UNDERSTAND THE ECONOMIC OF EXPECTATIONS

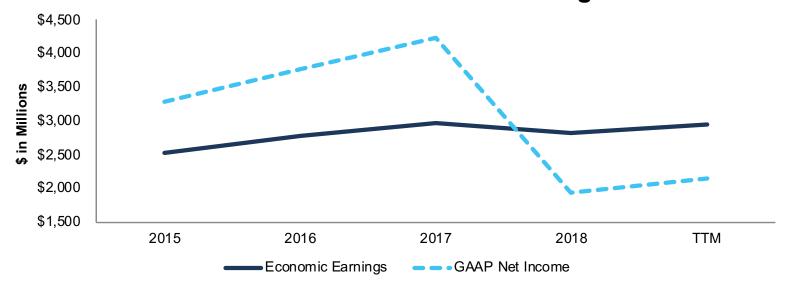




Nike (NKE)

- 1. Big decline in GAAP earnings from \$2 billion tax reform charge, NOPAT flat in 2018
- Reported net assets declined by 7% in 2018, but invested capital up 2% when accounting for changes in deferred taxes and operating leases
- 3. ROIC declined from 24% to 23% in 2018
- 4. Economic earnings declined 3% in 2018, back up 5% TTM (NKE FY 2018 ended May 31).

NKE GAAP vs. Economic Earnings



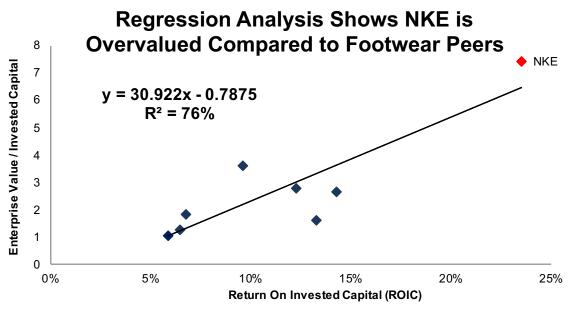
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UNDERSTAND THE ECONOMICS OF EXPECTATIONS ROIC Drives Valuation



Nike, Inc. (NKE)

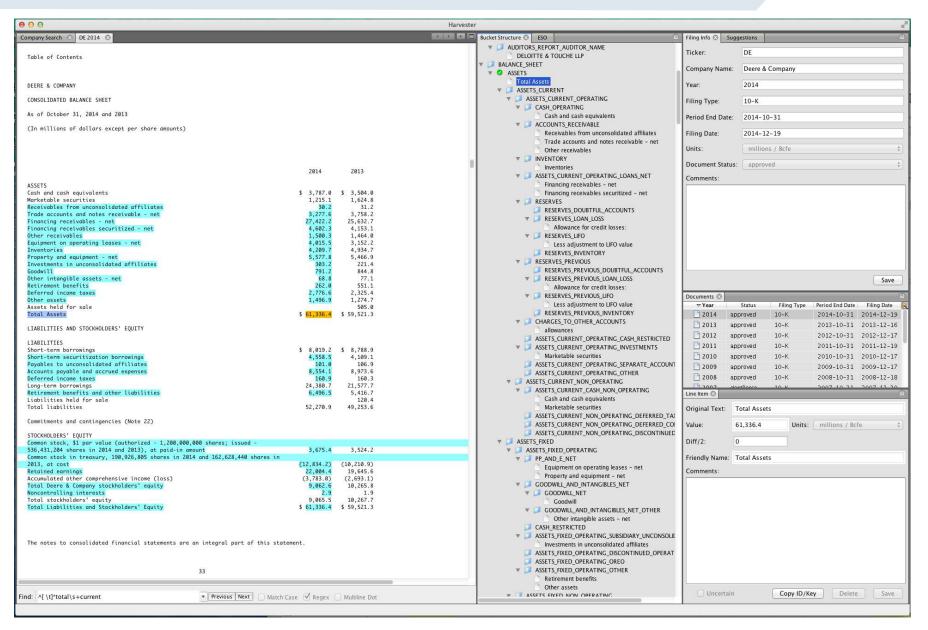
- 1. Valuation analysis needs to account for \$2.7 billion in employee stock options (2% of enterprise value
- 2. ROIC explains 76% of the difference in enterprise value/invested capital (a cleaner version of price to book) for the eight footwear stocks we cover
- 3. Valued at a 13% premium to its implied EV/IC on the trend line
- 4. Arguably deserves its premium due to its status as the most-profitable company in the industry



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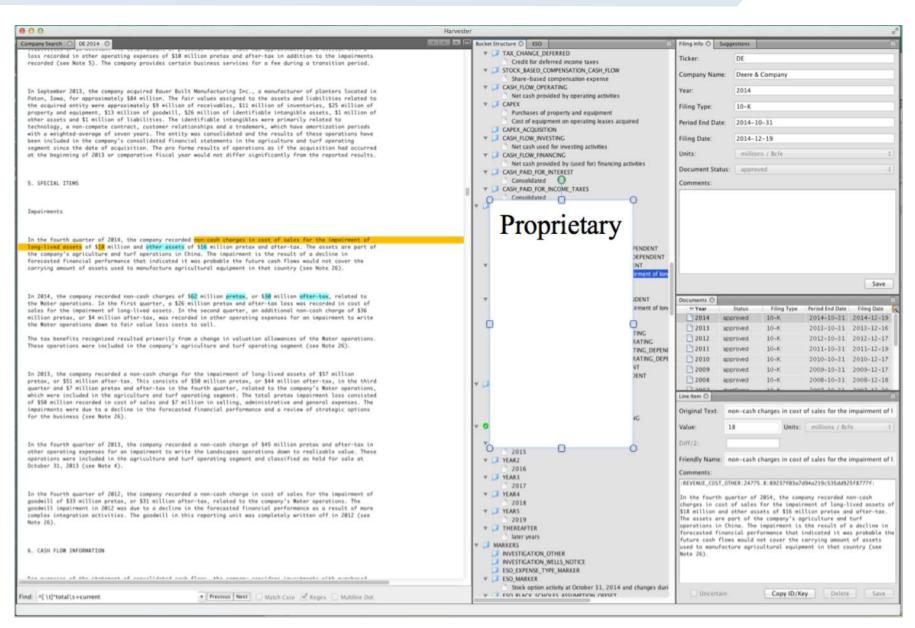
ORIGINAL MACHINE LEARNING ENVIRONMENT





SIMPLE TECHNOLOGY = HUGE EFFICIENCY





HOW THE WEALTH INDUSTRY WORKS WITH US

Multiple models, Great Flexibility



• Institutions: full access to models and tool, including database feeds. Directly access thru our website

ADVISORS

Advisors/RIAs: firm or group-wide access to unlimited research. Direct access via our website or thru partners.

Retail: individual sign up for Gold, Platinum or Pro subscriptions. Direct access via our website or thru partners.

Ameritrade

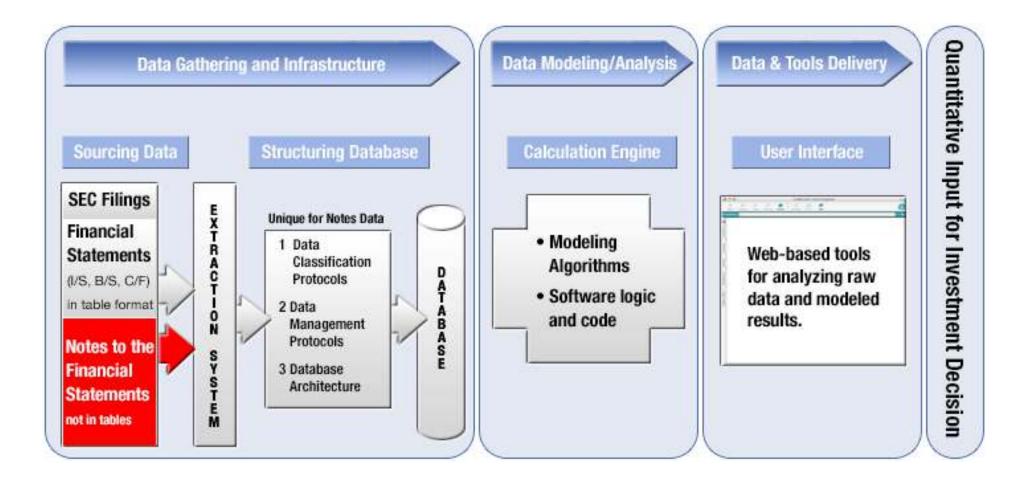
• Consultants/Corporates: custom engagements focused on enterprise value optimization and investor relations strategy. Direct access via our website along with custom work and consultation via partners.



RESEARCH TECHNOLOGY PLATFORM



Data Collection & Modeling Under One Roof



We created our own data collection technology to provide high integrity models to clients. Traditional data feeds are not trustworthy for sophisticated financial modeling.

VERSUS OTHER RESEARCH OFFERINGS



	Coverage			Cash Flow Focus (Non-GAAP)		Consistent Due Dilligence		Transparency/Links To		Independence	
	Stocks	ETFs	Mutual Funds	ROIC & Economic Earnings	Reverse DCF	Footnotes	MD&A	Calculatio ns	SEC Filings/ Source Data	Not Paid By Funds or Companies Covered	No Banking or Trading Revenues
New Constructs	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Credit-Suisse HOLT	$\sqrt{}$			$\sqrt{}$	$\sqrt{}$			1/2			
EVA Dimensions/ISS	$\sqrt{}$			$\sqrt{}$						$\sqrt{}$	$\sqrt{}$
MorningStar	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	black box							$\sqrt{}$
CFRA/S&P	limited			limited						$\sqrt{}$	$\sqrt{}$
S&P Capital IQ	$\sqrt{}$										$\sqrt{}$
Zack's	$\sqrt{}$										$\sqrt{}$
Other Sell-Side	$\sqrt{}$										
Valuentum.com	$\sqrt{}$	$\sqrt{}$						limited		$\sqrt{}$	$\sqrt{}$
Finbox.io	$\sqrt{}$							limited		$\sqrt{}$	$\sqrt{}$
GuruFocus	$\sqrt{}$			$\sqrt{}$						\checkmark	$\sqrt{}$
Other Firms	$\sqrt{}$?	?

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