



## Case Studies: Reconciliation of Core Earnings to Net Income

This report provides case studies for exactly how we perform the detailed [Core Earnings to Net Income Reconciliation](#) for the following companies:

- General Motors (GM)
- Fortive (FTV)
- Newell Brands (NWL)
- Exelixis (EXEL)
- ExpresSpa Group (XSPA)
- Navidea (NAVB)
- Cesca Therapeutics (THMO)

These case studies show the original source data used to perform all of our calculations and adjustments. They allow clients to audit our work. We provide original values and locations in the filings for all the data.

Figure 1 shows the detailed reconciliation for Cesca Therapeutics (THMO). The other case studies are in this [excel file](#):

[Download the Case Studies](#)

GAAP earnings don't tell the whole story of a company's profits. They are based on accounting rules originally designed for debt investors, not equity investors, and are often [manipulated](#) by companies to manage earnings.

[Core Earnings](#)<sup>1</sup> measure the normalized operating profitability of a business. Accordingly, when calculating Core Earnings, analysts should strip out any gains/losses that are [non-core, non-operating, or unusual](#). However, identifying unusual items has become increasingly difficult.

We leverage our [Robo-Analyst technology](#) to analyze all the disclosures in the footnotes and MD&A. In doing so, we provide a "novel database" that enables investors to overcome the [inaccuracies, omissions, and biases](#) of legacy fundamental datasets. This more reliable and proprietary data, proven in [The Journal of Financial of Economics](#), drives our data and research.

Clients can audit all of the unusual items used in our calculations in the [Marked-Up Filings section](#) of each of our [Company Valuation models](#). We are 100% transparent about what goes into our research because we want investors to trust our work and see how much goes into building the best earnings quality and valuation models.

<sup>1</sup> Only Core Earnings enable investors to overcome the inaccuracies, omissions and biases in legacy fundamental data and research, as proven in [Core Earnings: New Data & Evidence](#), written by professors at Harvard Business School (HBS) & MIT Sloan and forthcoming in [The Journal of Financial Economics](#).



Figure 1: THMO GAAP Net Income to Core Earnings Reconciliation – 2018 10-K

Datapoint	Original Line Item Text	Original Line Item Value	Original Line Item Location
<b>GAAP Net Income</b>	<b>Net loss attributable to common stockholders</b>	<b><u>-\$39,716,000.00</u></b>	Pg. 44
<b>+ Core Earnings Distortion from Hidden Items, Net</b>	TOTAL VALUE of items in Core Earnings Distortion from Hidden Items, Net	<b><u>\$1,656,000.00</u></b>	
+ Earnings Distortion from Hidden Total Restructuring Expenses, Net	SUM of items in Earnings Distortion from Hidden Total Restructuring Expenses, Net	\$1,656,000.00	
	Loss on disposal of equipment and leasehold improvements	\$1,360,000.00	Pg. 46
	restructuring	\$260,000.00	Pg. 28
	restructuring	\$36,000.00	Pg. 28
+ Earnings Distortion from Hidden Foreign Currency Expenses, Net		\$0.00	
+ Earnings Distortion from Hidden Other Real Estate Owned Expenses, Net		\$0.00	
+ Earnings Distortion from Hidden Acquisition and Merger Expenses, Net		\$0.00	
+ Core Earnings Distortion from Hidden Legal, Regulatory, and Insurance Related Expenses, Net		\$0.00	
+ Earnings Distortion from Hidden Derivative Related Expenses, Net		\$0.00	
+ Earnings Distortion from Hidden Other Financing Expenses, Net		\$0.00	
+ Earnings Distortion from Hidden Other Non-Recurring Expenses, Net		\$0.00	
+ Earnings Distortion from Hidden Recurring Pension Expenses, Net		\$0.00	
+ Earnings Distortion from Hidden Non-Recurring Pension Expenses, Net		\$0.00	
+ Earnings Distortion from Hidden Company Defined Other Expenses, Net		\$0.00	
+ Earnings Distortion from Quarterly-Annual Classification Disclosure Adjustment		\$0.00	
+ Earnings Distortion from ESO Expense (Employee Stock Options)		\$0.00	

Sources: New Constructs, LLC and company filings

**Figure 1: THMO GAAP Net Income to Core Earnings Reconciliation – 2018 10-K (continued)**

Datapoint	Original Line Item Text	Original Line Item Value	Original Line Item Location
<b>+ Core Earnings Distortion from Reported Items Pre-Tax, Net</b>	TOTAL VALUE of items in Core Earnings Distortion from Reported Items Pre-Tax, Net	<b><u>\$32,509,000.00</u></b>	
+ Earnings Distortion from Reported Derivate Related Expenses, Net	Fair value change of derivative instruments	-\$596,000.00	Pg. 44
+ Earnings Distortion from Reported Other Financing Expenses, Net		\$0.00	
+ Earnings Distortion from Reported Company Defined Other Non-Operating Expenses, Net	Other income and ( expenses )	\$24,000.00	Pg. 44
+ Earnings Distortion from Reported Acquisition and Merger Expenses, Net		\$0.00	
+ Earnings Distortion from Reported Legal, Regulatory, and Insurance Related Expenses, Net		\$0.00	
+ Earnings Distortion from Reported Expenses/(Income) from Discontinued Operations, Net		\$0.00	
+ Earnings Distortion from Reported Foreign Currency Expenses, Net		\$0.00	
+ Earnings Distortion from Reported Non-Operating Other Real Estate Owned Expense/(Income), Net		\$0.00	
+ Earnings Distortion from Reported Other Non-Operating Expense/(Income), Net		\$0.00	
+ Earnings Distortion from Reported Write-Downs (Non-Operating)	Impairment charges	\$33,081,000.00	Pg. 44
+ Earnings Distortion from Reported Restructuring Expenses, Net		\$0.00	
+ Earnings Distortion from Reported Other Non-Recurring Expense/(Income), Net		\$0.00	
- Contra Earnings Distortion for Recurring Pension Costs Disclosed in Non-Recurring Items		\$0.00	
+ Income Tax Distortion	Calculated Datapoint	-\$4,383,510.65	
<b>+ Core Earnings Distortion from Reported Items After-Tax, Net</b>	TOTAL VALUE of items in Core Earnings Distortion from Reported Items After-Tax, Net	<b><u>\$0.00</u></b>	
+ Earnings Distortion from Reported Loss/(Gain) from Discontinued Operations After-tax, Net		\$0.00	
+ Earnings Distortion from Reported Other After-tax Charges, Net		\$0.00	
<b>= Core Earnings</b>		<b><u>-\$9,934,510.65</u></b>	

Sources: New Constructs, LLC and company filings

For more details on each of the items in Figure 1, along with how you can access our Core Earnings to net income dataset, [click here](#). Note that data feeds with Earnings Distortion details are typically sold only to [Institutional members](#).

*This article originally published on [February 27, 2020](#).*

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

*Follow us on [Twitter](#), [Facebook](#), [LinkedIn](#), and [StockTwits](#) for real-time alerts on all our research.*



## ***It's Official: We Offer the Best Fundamental Data in the World***

---

Many firms claim their research is superior, but none of them can prove it with independent studies from highly-respected institutions as we can. Three different papers from both the public and private sectors show:

1. Legacy fundamental datasets suffer from significant inaccuracies, omissions and biases.
2. Only our “novel database” enables investors to overcome these flaws and apply [reliable](#) fundamental data in their research.
3. Our proprietary measures of [Core Earnings](#) and [Earnings Distortion](#) materially improve stock picking and forecasting of profits.

### **Best Fundamental Data in the World**

Forthcoming in [The Journal of Financial Economics](#), a top peer-reviewed journal, [Core Earnings: New Data & Evidence](#) proves our Robo-Analyst technology overcomes material shortcomings in legacy firms' data collection processes to provide superior [fundamental data](#), [earnings](#) models, and [research](#). More [details](#).

Key quotes from the paper:

- “[New Constructs’] *Total Adjustments* differs significantly from the items identified and excluded from Compustat’s adjusted earnings measures. For example... 50% to 70% of the variation in *Total Adjustments* is not explained by S&P Global’s (*SPGI*) *Adjustments* individually.” – pp. 14, 1<sup>st</sup> para.
- “A final source of differences [between New Constructs’ and S&P Global’s data] is due to data collection oversights...we identified cases where Compustat did not collect information relating to firms’ income that is useful in assessing core earnings.” – pp. 16, 2<sup>nd</sup> para.

### **Superior Models**

A top accounting firm features the superiority of our ROIC, NOPAT and Invested Capital research to Capital IQ & Bloomberg’s in [Getting ROIC Right](#). See the [Appendix](#) for direct comparison details.

Key quotes from the paper:

- “...an accurate calculation of ROIC requires more diligence than often occurs in some of the common, off-the-shelf ROIC calculations. Only by scouring the footnotes and the MD&A [ as New Constructs does] can investors get an accurate calculation of ROIC.” – pp. 8, 5<sup>th</sup> para.
- “The majority of the difference...comes from New Constructs’ machine learning approach, which leverages technology to calculate ROIC by applying accounting adjustments that may be buried deeply in the footnotes across thousands of companies.” – pp. 4, 2<sup>nd</sup> para.

### **Superior Stock Ratings**

Robo-Analysts’ stock ratings outperform those from human analysts as shown in this [paper](#) from Indiana’s Kelley School of Business. Bloomberg features the paper [here](#).

Key quotes from the paper:

- “the portfolios formed following the buy recommendations of Robo-Analysts earn abnormal returns that are statistically and economically significant.” – pp. 6, 3<sup>rd</sup> para.
- “Our results ultimately suggest that Robo-Analysts are a valuable, alternative information intermediary to traditional sell-side analysts.” – pp. 20, 3<sup>rd</sup> para.

Our mission is to provide the best fundamental analysis of public and private businesses in the world and make it affordable for all investors, not just Wall Street insiders.

We believe every investor deserves to know the whole truth about the profitability and valuation of any company they consider for investment. More details on our cutting-edge technology and how we use it are [here](#).



## ***DISCLOSURES***

New Constructs®, LLC (together with any subsidiaries and/or affiliates, "New Constructs") is an independent organization with no management ties to the companies it covers. None of the members of New Constructs' management team or the management team of any New Constructs' affiliate holds a seat on the Board of Directors of any of the companies New Constructs covers. New Constructs does not perform any investment or merchant banking functions and does not operate a trading desk.

New Constructs' Stock Ownership Policy prevents any of its employees or managers from engaging in Insider Trading and restricts any trading whereby an employee may exploit inside information regarding our stock research. In addition, employees and managers of the company are bound by a code of ethics that restricts them from purchasing or selling a security that they know or should have known was under consideration for inclusion in a New Constructs report nor may they purchase or sell a security for the first two days after New Constructs issues a report on that security.

## ***DISCLAIMERS***

The information and opinions presented in this report are provided to you for information purposes only and are not to be used or considered as an offer or solicitation of an offer to buy or sell securities or other financial instruments. New Constructs has not taken any steps to ensure that the securities referred to in this report are suitable for any particular investor and nothing in this report constitutes investment, legal, accounting or tax advice. This report includes general information that does not take into account your individual circumstance, financial situation or needs, nor does it represent a personal recommendation to you. The investments or services contained or referred to in this report may not be suitable for you and it is recommended that you consult an independent investment advisor if you are in doubt about any such investments or investment services.

Information and opinions presented in this report have been obtained or derived from sources believed by New Constructs to be reliable, but New Constructs makes no representation as to their accuracy, authority, usefulness, reliability, timeliness or completeness. New Constructs accepts no liability for loss arising from the use of the information presented in this report, and New Constructs makes no warranty as to results that may be obtained from the information presented in this report. Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance. Information and opinions contained in this report reflect a judgment at its original date of publication by New Constructs and are subject to change without notice. New Constructs may have issued, and may in the future issue, other reports that are inconsistent with, and reach different conclusions from, the information presented in this report. Those reports reflect the different assumptions, views and analytical methods of the analysts who prepared them and New Constructs is under no obligation to insure that such other reports are brought to the attention of any recipient of this report.

New Constructs' reports are intended for distribution to its professional and institutional investor customers. Recipients who are not professionals or institutional investor customers of New Constructs should seek the advice of their independent financial advisor prior to making any investment decision or for any necessary explanation of its contents.

This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would be subject New Constructs to any registration or licensing requirement within such jurisdiction.

This report may provide the addresses of websites. Except to the extent to which the report refers to New Constructs own website material, New Constructs has not reviewed the linked site and takes no responsibility for the content therein. Such address or hyperlink (including addresses or hyperlinks to New Constructs own website material) is provided solely for your convenience and the information and content of the linked site do not in any way form part of this report. Accessing such websites or following such hyperlink through this report shall be at your own risk.

All material in this report is the property of, and under copyright, of New Constructs. None of the contents, nor any copy of it, may be altered in any way, copied, or distributed or transmitted to any other party without the prior express written consent of New Constructs. All trademarks, service marks and logos used in this report are trademarks or service marks or registered trademarks or service marks of New Constructs.

Copyright New Constructs, LLC 2003 through the present date. All rights reserved.