



Improvements to Our Company Models and Dynamic Data Screener

We're excited to announce that we've made additions to our <u>Company Model</u>, <u>Excel Company Model</u>, and <u>Dynamic Data Screener</u> per client feedback. Specifically, we:

- 1. added custom free cash flow (FCF) and FCF yield calculations to the Company Model, Excel Company Model, and Dynamic Data Screener,
- 2. added all the components of weighted average cost of capital (<u>WACC</u>) to the Dynamic Data Screener, and
- 3. clarified Cash Flow Statement values as either "reported cumulative" or "calculated single period" in our Company Model.

The custom FCF metrics are labeled "FCF (NOPAT - CAPEX - Common & Pref. Dividends)" and "FCF Yield (NOPAT - CAPEX - Common & Pref. Dividends)" in our model. As the label suggests, this metric calculates FCF as NOPAT minus capital expenditures and dividends. You can find this new metric in the Free Cash Flow tab of our Company Model. See Figure 1.

Figure 1: New FCF Calculation in Company Model

For The Fiscal Year Ending:	2014	2015 Dec 31, 2015	2016 Dec 31, 2016	2017 Dec 31, 2017	2018 Dec 31, 2018	2019 Dec 31, 2019	2020 Dec 31, 2020	2021 Dec 31, 2021	2022 Dec 31, 2023
Free Cash Flow (FCF) Analysis (FCF = NOPAT - Change In Invested Capital)	LUTT	2010 01, 2010	2010 1, 2010	00001,2011	2010 01, 2010	20101, 2010	00001,2020	200 01, 2021	00001,202
FCF (Free Cash Flow)		(\$3.72)	(\$10.07)	(\$9.65)	(\$71.87)	(\$23.44)	(\$186.10)	(\$19.67)	(\$99.47)
Change in FCF		-	(\$6.34)	\$0.42	(\$62.22)	\$48.43	(\$162.67)	\$166.44	(\$79.80)
CF Growth			(170.3%)	4.1%	(644.7%)	67.4%	(694.0%)	89.4%	(405.7%)
FCF Yield		(1.1%)	(1.9%)	(1.0%)	(7.8%)	(1.7%)	(3.8%)	(0.4%)	(4.9%)
FCF as % of Total Revenue		(2.5%)	(5.3%)	(4.0%)	(23.6%)	(6.1%)	(37.1%)	(2.8%)	(11.0%)
FCF as % of Invested Capital		(5.8%)	(14.7%)	(12.7%)	(49.4%)	(14.2%)	(53.8%)	(6.0%)	(26.0%)
FCF as % of Net Income		21.6%	146.0%	642.1%	7,752.9%	1,295.6%	3,186.7%	55.4%	222.7%
FCF per Basic Share		(\$0.13)	(\$0.35)	(\$0.33)	(\$2.25)	(\$0.68)	(\$5.19)	(\$0.49)	(\$2.44)
FCF 2-Year Average		-	(\$6.90)	(\$9.86)	(\$40.76)	(\$47.65)	(\$104.77)	(\$102.89)	(\$59.57)
FCF 3-Year Average		*	<i></i>	(\$7.81)	(\$30.53)	(\$34.99)	(\$93.80)	(\$76.40)	(\$101.75)
FCF 4-Year Average		-	-	-	(\$23.83)	(\$28.76)	(\$72.77)	(\$75.27)	(\$82.17)
FCF 5-Year Average			.	53	5	(\$23.75)	(\$60.23)	(\$62.15)	(\$80.11)
FCF to Equity Holders		(\$4.04)	(\$6.40)	(\$6.39)	(\$83.63)	(\$10.32)	(\$211.33)	(\$20.66)	(\$30.01)
FCF Yield to Equity Holders		(1.3%)	(1.3%)	(0.7%)	(9.2%)	(0.8%)	(4.3%)	(0.4%)	(1.5%)
FCF to Equity Holders (excl acquisitions)		(\$4.04)	(\$6.40)	(\$6.39)	(\$83.63)	(\$10.32)	(\$158.67)	(\$73.31)	(\$12.23)
FCF Yield to Equity Holders (excl acquisitions)		(1.3%)	(1.3%)	(0.7%)	(9.2%)	(0.8%)	(3.2%)	(1.4%)	(0.6%)
FCF (excl acquisitions)		(\$3.72)	(\$10.07)	(\$9.65)	(\$71.87)	(\$23.44)	(\$133.45)	(\$72.32)	(\$81.68)
FCF Yield (excl acquisitions)	-	(1.1%)	(1.9%)	(1.0%)	(7.8%)	(1.7%)	(2.7%)	(1.3%)	(4.0%)
FCF (NOPAT - CAPEX - Common & Pref. Dividends))	(\$21.18)	(\$8.02)	(\$5.62)	(\$59.16)	(\$8.63)	(\$13.21)	(\$47.56)	(\$64.06)
CF Yield (NOPAT - CAPEX - Common & Pref. Dividends)		(6.5%)	(1.5%)	(0.6%)	(6.4%)	(0.6%)	(0.3%)	(0.9%)	(3.1%)

Source: New Constructs, LLC

In the Dynamic Data Screener, members can access the new FCF metric under the Operational section and the new FCF yield metric under the Valuation section.

We also added all the components of WACC to the Dynamic Data Screener under the Operational section. Members can now use the Dynamic Data Screener to access and screen by:

- 1. cost of Debt After Tax,
- 2. cost of Equity,
- 3. cost of Preferred Equity, and
- 4. WACC.

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Important Disclosure Information is contained on the last page of this report. The recipient of this report is directed to read these disclosures.



DILIGENCE PAYS 5/17/23

New Constructs*	Education Res	earch Portfolios Ratings	Screeners Data		
ks ETFs and Mutual Funds Dynamic Data 1-Click Reports Dashboa	ards (Beta)				
Step 1: Select Criteria	→ Step 2: Select Companies	Step 3: View Results			
Add New Criteria	Load	I Saved Criteria			
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Source: New Constructs, LLC

Lastly, we added clarification to Cash Flow Statement values in our Company Model and Marked-Up Filings. We added "Reported Cumulative Value" or "Calculated Single Period Value" to each line item to help users understand the type of value that is collected from the Cash Flow Statement. Figure 3 shows these descriptors on the Cash Flow Statement tab of our Company Model.



* New Constructs [®]		Results	Financials Metr	rics Marked-Up Fil	lings
Balance Sheet Income Statement	Cash Flow Statem	ent Adjustments	Reconciliation ES	SO Core Earnings	NOPAT Invested Ca
Trupanion Inc. (TRUP)	1				
nalyst Notes : New 10-Q & Forecast 5/6/	23 Acded to the	Focus List (Short) Mo	odel Portfolio May 20	023	
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For The Fiscal Year Ending:	2014	The second s		And a state of the	
For The Fiscal Yea, Ending: Operating Cash Flow Reported Cumulative Value for Net Income	2014 ec 31, 2014	Dec 31, 2015	Dec 31, 2016	Dec 31, 2017	Dec 31, 2018
For The Fiscal Year Ending: Operating Cash Flow Reported Cumulative Value for Net Income (Cash Flow) Reported Cumulative Value for Depreciation	2014 ec 31, 2014	Dec 31, 2015	Dec 31, 2016	\$0.00	Dec 31, 2018
For The Fiscal Year Ending: Operating Cash Flow Reported Cumulative Value for Net Income (Cash Flow) Reported Cumulative Value for Depreciation and Amortization (Cash Flow) Reported Cumulative Value for Stock-Based	2014 ec 31, 2014 \$0.00 \$1.67 \$4.08	Dec 31, 2015 \$0.00 \$2.54	Dec 31, 2016 \$0.00 \$3.85	\$0.00 \$4.23	Dec 31, 2018 \$0.00 \$4.51
For The Fiscal Year Ending: Operating Cash Flow Reported Cumulative Value for Net Income (Cash Flow) Reported Cumulative Value for Depreciation and Amortization (Cash Flow) Reported Cumulative Value for Stock-Based Compensation Reported Cumulative Value for Other Cash Flow	2014 ec 31, 2014 \$0.00 \$1.67 \$4.08	Dec 31, 2015 \$0.00 \$2.54 \$3.00	Dec 31, 2016 \$0.00 \$3.85 \$2.95	\$0.00 \$4.23 \$3.42	\$0.00 \$4.51 \$4.77
For The Fiscal Year Ending: Operating Cash Flow Reported Cumulative Value for Net Income (Cash Flow) Reported Cumulative Value for Depreciation and Amortization (Cash Flow) Reported Cumulative Value for Stock-Based Compensation Reported Cumulative Value for Other Cash Flow from Operating Reported Cumulative Value for Change in	2014 ec 31, 2014 \$0.00 \$1.67 \$4.08 (\$16.58)	Dec 31, 2015 \$0.00 \$2.54 \$3.00 (\$15.97)	Dec 31, 2016 \$0.00 \$3.85 \$2.95 (\$1.79)	\$0.00 \$4.23 \$3.42 \$2.02	\$0.00 \$4.51 \$4.77 \$3.39

Source: New Constructs, LLC

Want access to our models? Contact us about an Institutional membership here.

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Disclosure: David Trainer, Robbie Woodward, Kyle Guske II, and Italo Mendonça receive no compensation to write about any specific stock, sector, style, or theme.

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

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Best Fundamental Data in the World

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

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, 1st 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, 2nd para.

Superior Models

A top accounting firm features the superiority of our ROIC, NOPAT and Invested Capital research to Capital IQ & Bloomberg's in <u>Getting ROIC Right</u>. See the <u>Appendix</u> 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, 5th 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, 2nd para.

Superior Stock Ratings

Robo-Analysts' stock ratings outperform those from human analysts as shown in this <u>paper</u> from Indiana's Kelley School of Business. Bloomberg features the paper <u>here</u>.

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, 3rd para.
- "Our results ultimately suggest that Robo-Analysts are a valuable, alternative information intermediary to traditional sell-side analysts." pp. 20, 3rd para.

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