



### Global Household Consumption: A \$33+ trillion opportunity

Nothing is more predictable than a consumer's propensity to spend

# ALPHA BRANDS



Consumerism is a predictable global investment opportunity. We invest in today & tomorrow's most relevant mega-brands











# THE ALPHA BRANDS CONSUMER SPENDING INDEX

# **BLOOMBERG SYMBOL: BRANDS**







### THE INDEX:

The Top 200 most relevant, Iconic Brands Tracking consumer spending patterns via consumer-facing, industry leaders Tracking business-to-business leaders vital to the consumption supply-chain Identified by ranking sub-industries by: market cap, 3YR sales, sales growth 10 sectors represented ~70 sub-industries (~150 sub-industries total) Industry weights driven by: Brand recognition, brand relevance, industry importance A collection of the top consumer brands & business-to-business brands Static overweight to Consumer Discretionary (~40%) & Staples sectors (~20%) Re-constituted every December Allowed to free-float through-out the year Minimum market-cap: \$1B

Alpha Brands SMA's, 40-act mutual fund (HSUTX) & off-shore Fund: Powered by the 200 Index constituents

# A Scalable & Repeatable Process





# **Brand Relevancy: The X-Factor**



A Quant/Qual Scoring System to determine Brand relevancy High brand relevancy drives consistent consumer adoption

Quantitative: Wall Street is great at this Identifies the leaders and laggards using traditional single style factors Innovation leaders, FCF generators, Dividend Growers, Deep Value Opportunities ESG Winners, Businesses driving positive change, Top Employers Frequency of outperforming the S&P 500



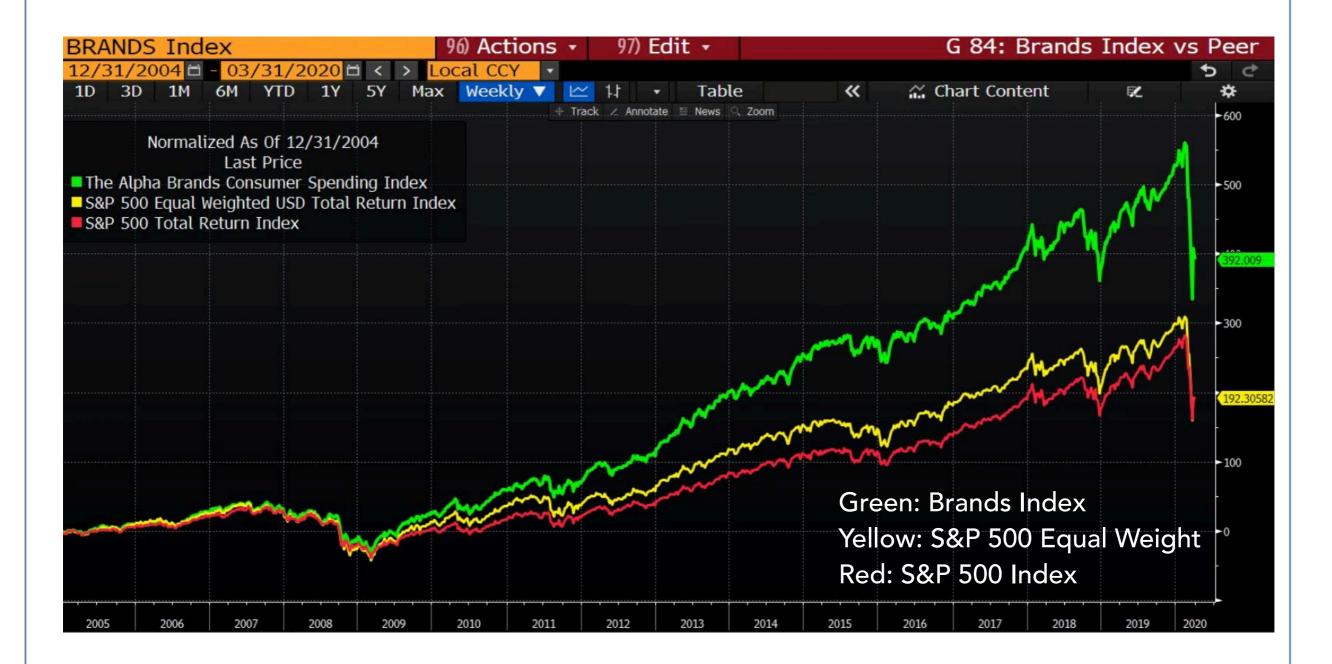
Avg Quant Scores Superior Qual Scores Super Performer

Qualitative: Wall Street is terrible at this Customer obsessed culture Culture of innovation & being willing to self-disrupt Visionary management teams Superior corporate communications & Investor Relations Addressing large, growing, global addressable markets High brand-love with demographic diversity Clear value proposition & product/service differentiation Business models with strong economic moats, network effects, pricing power



# THE BRANDS INDEX 2005 - 2019

Solutions



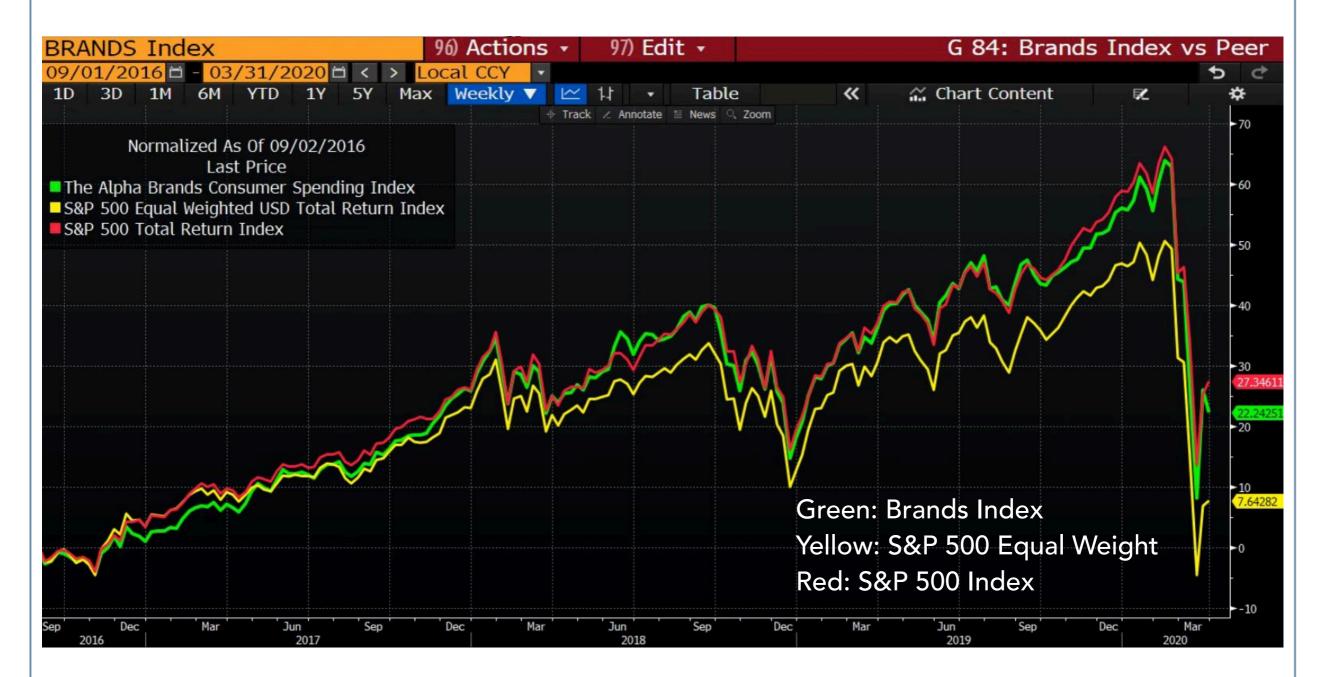
SOURCE: Bloomberg & Accuvest AS OF 3/31/2020

# THE BRANDS INDEX Real-time tracking since 9/16/16

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**BRANDS** 





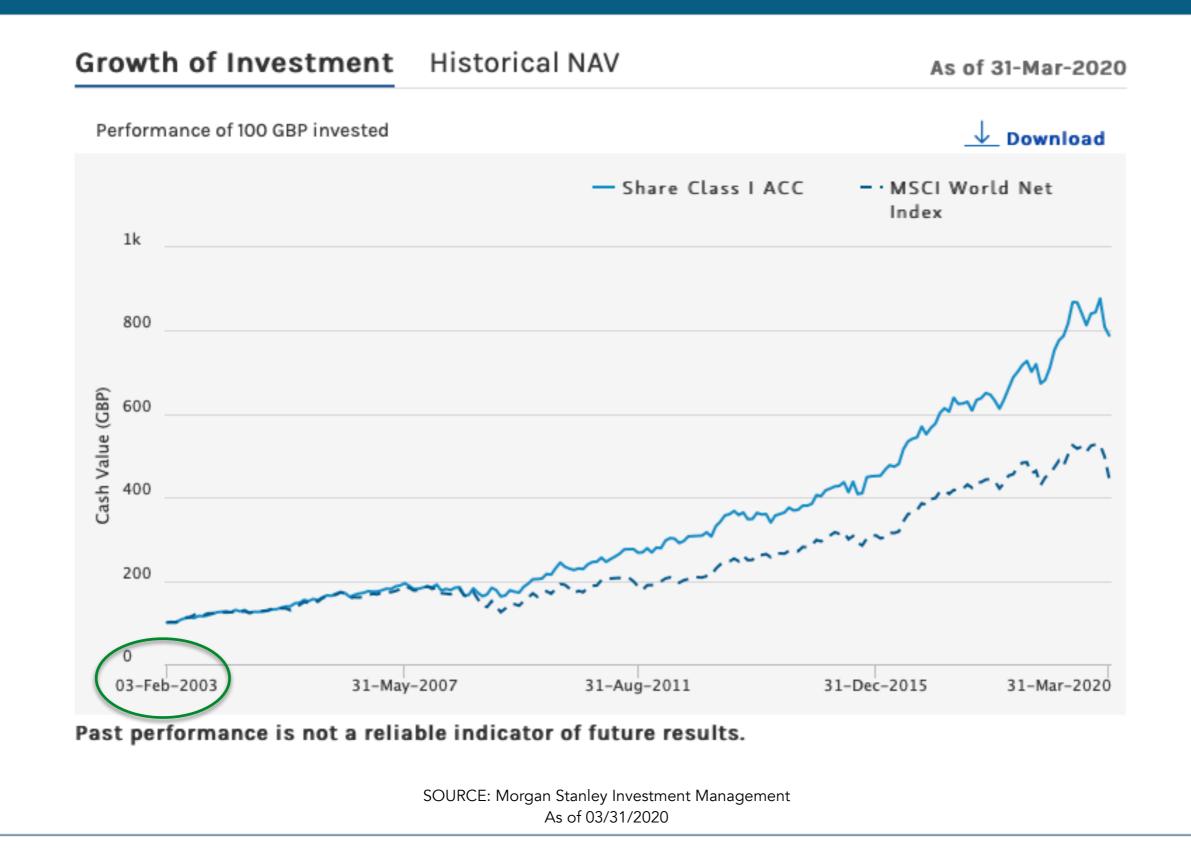
SOURCE: Bloomberg & Accuvest AS OF 03/31/2020

# Morgan Stanley Global Brands Fund Strong Validation for Brands Dedication

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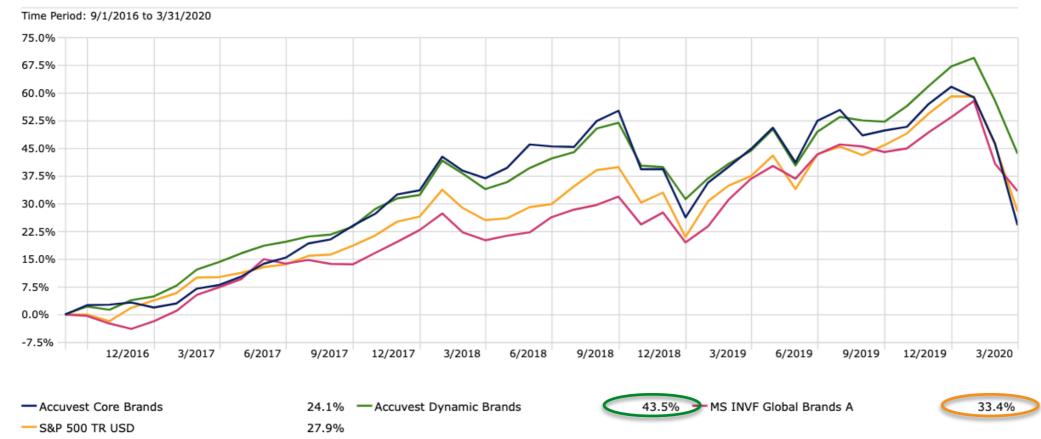
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# **ALPHA**Dynamic BrandsBRANDSOutperformed Top Peer MS Global Brands



#### **Investment Growth**



#### **Risk & Return**

Time Period: 9/1/2016 to 3/31/2020 Calculation Benchmark: S&P 500 TR USD

	Return	Std Dev	Alpha	R2	Worst Month S	Sharpe Ratio (arith)	Tracking Error Inforr	nation Ratio (arith)
Accuvest Core Brands	6.22	16.13	-0.94	87.86	-15.12	0.29	5.69	-0.16
Accuvest Dynamic Brands	10.60	12.42	4.09	89.29	-9.10	0.73	4.75	0.74
MS INVF Global Brands A	8.37	11.67	2.90	68.03	-10.76	0.58	8.03	0.16
S&P 500 TR USD	7.10	14.20	0.00	100.00	-12.35	0.39	0.00	

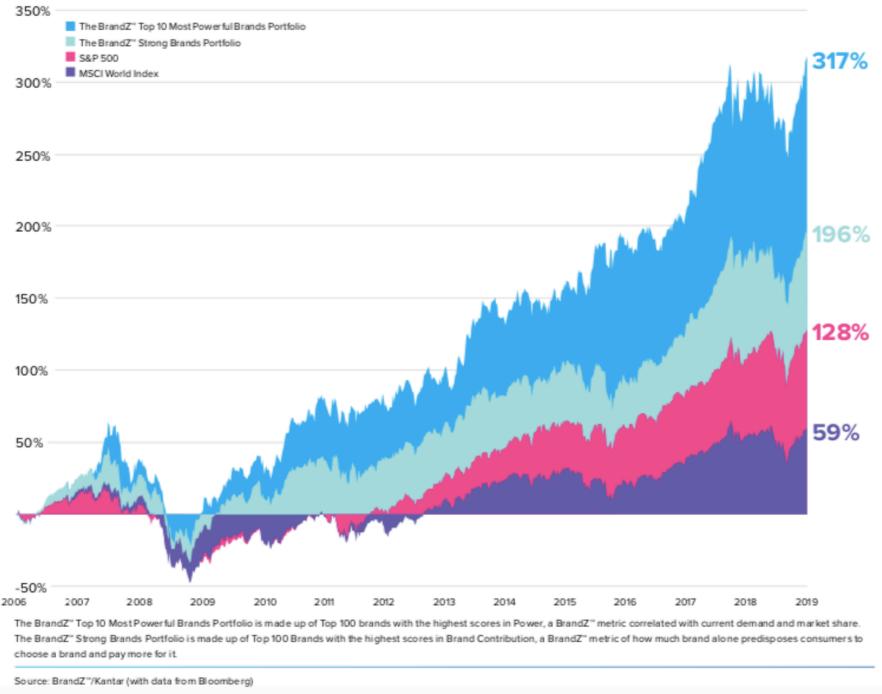
SOURCE: Bloomberg & Accuvest AS OF 3/31/2020

# BrandZ Top 100 Global Brands Report Brands Validation via Top Brand Consultant



#### BrandZ<sup>™</sup> Portfolios vs. the S&P and MSCI World Index

Two BrandZ<sup>\*\*</sup> Portfolios of valuable brands consistently outperformed two leading stock market indexes, affirming that valuable brands deliver superior returns over time and regardless of market disruptions.

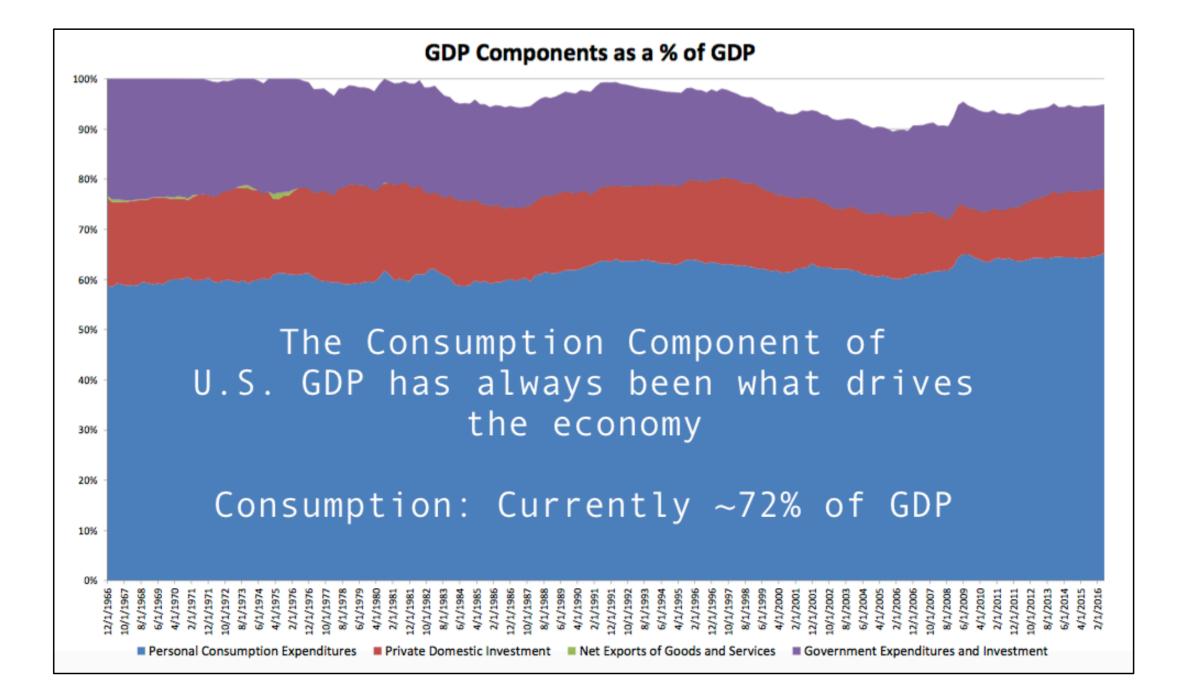


SOURCE: BrandZ Top Global Brands Report



# Why Track the Consumer?





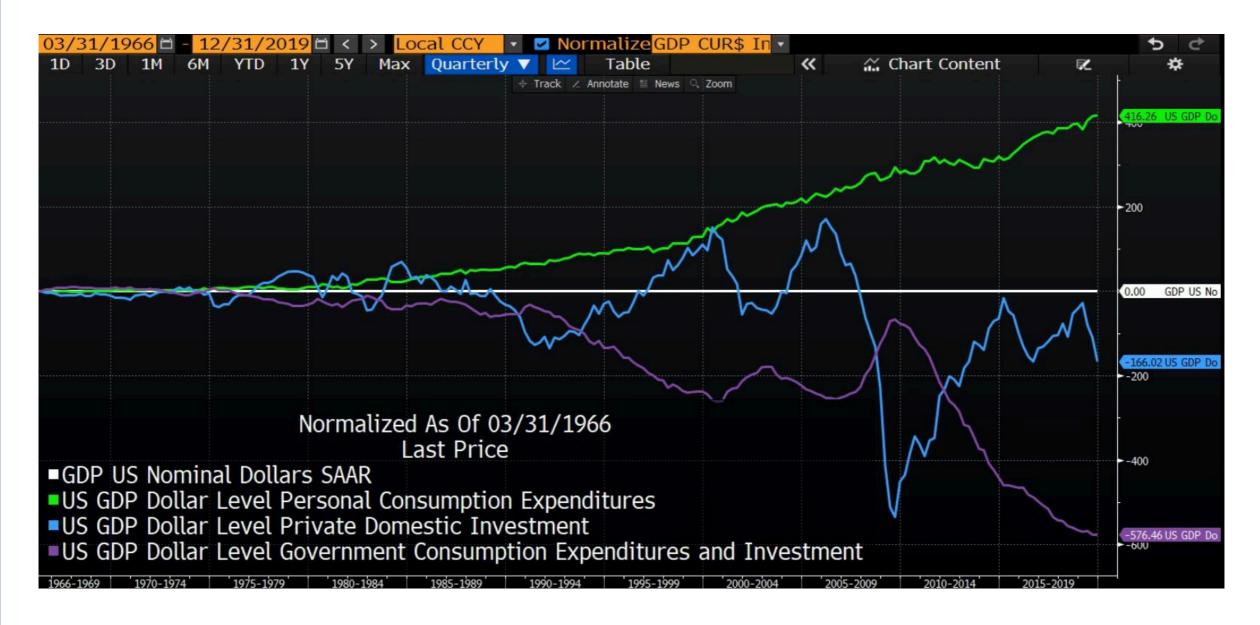
# **Consumer Spending: Stable & Predictable**

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# The Green Line (consumption)offers an ideal "Core" allocation

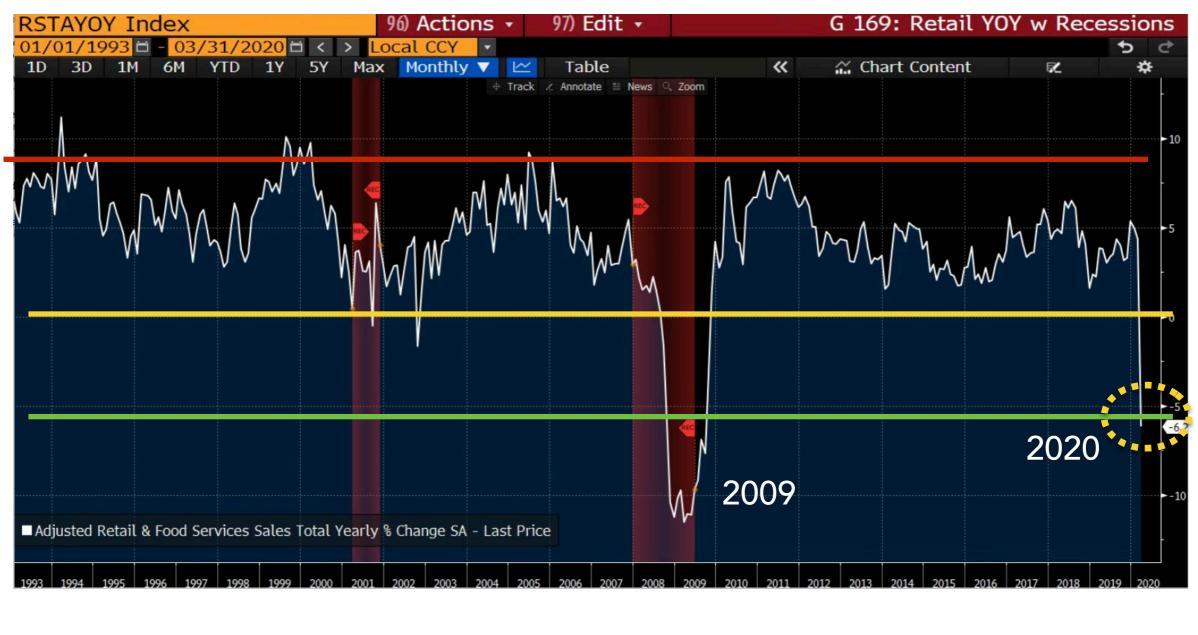






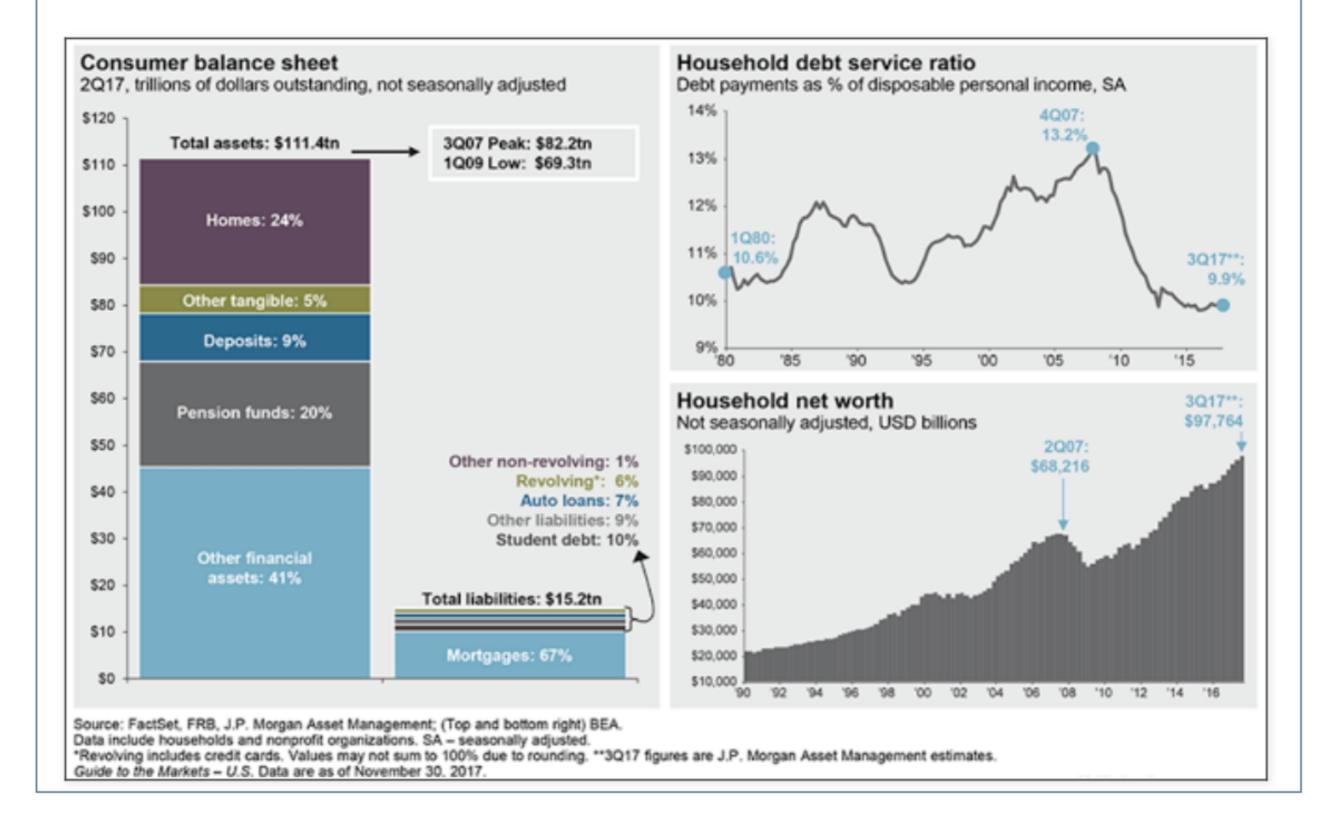
### The Extremes Warrant Major Portfolio Changes

Currently, Retail Sales is Highly Depressed & Offers Strong Mean Reversion



SOURCE: Bloomberg & Accuvest AS OF 3/31/2020

# ALPHA 2019: A Healthy Consumer BRANDS Short-Term Cautious, Long-Term Predictable







# THE ALPHA BRANDS <u>CORE</u> PORTFOLIO (SMA) & ACCUVEST ALPHA BRANDS OFFSHORE FUND

A Quant informed approach

# Core Brands Details



- \* Powered by the 200 brands from: Alpha Brands Consumer Spending Index
- \* Model-informed, investment committee driven
- \* Stock selection driven by 3 multi-factor screens:
  - \* Operating Kings (growth), Sustainable Yielders (Value), Price Momentum
- \* Portfolio construction:
  - \* Target number of positions (35)
  - \* Equal-weighting of positions
  - \* Fully invested at all times, long-only
  - \* Rebalanced quarterly
  - \* Managed with tax efficiency in mind
- \* An unconstrained approach with regard to sector/industry weights

## The Core Brands Process

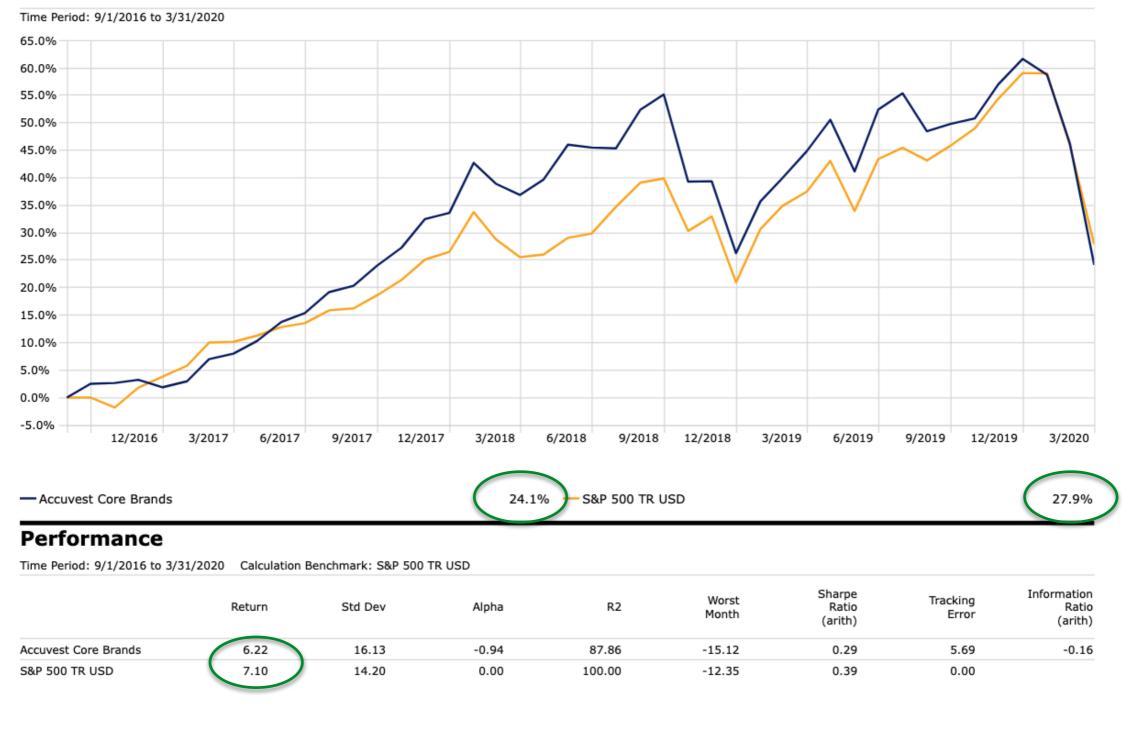




### Core Brands SMA/Fund Performance



#### **Investment Returns**



SOURCE: Morningstar & Accuvest AS OF 3/31/2020





# Dynamic Brands: A Risk-Managed Equity Strategy Available in SMA & HSUTX Fund



# Dynamic Brands Summary



Powered by the 200 brands contained in the Alpha Brands Consumer Spending Index

A "best of the best" portfolio (25-50 stocks)

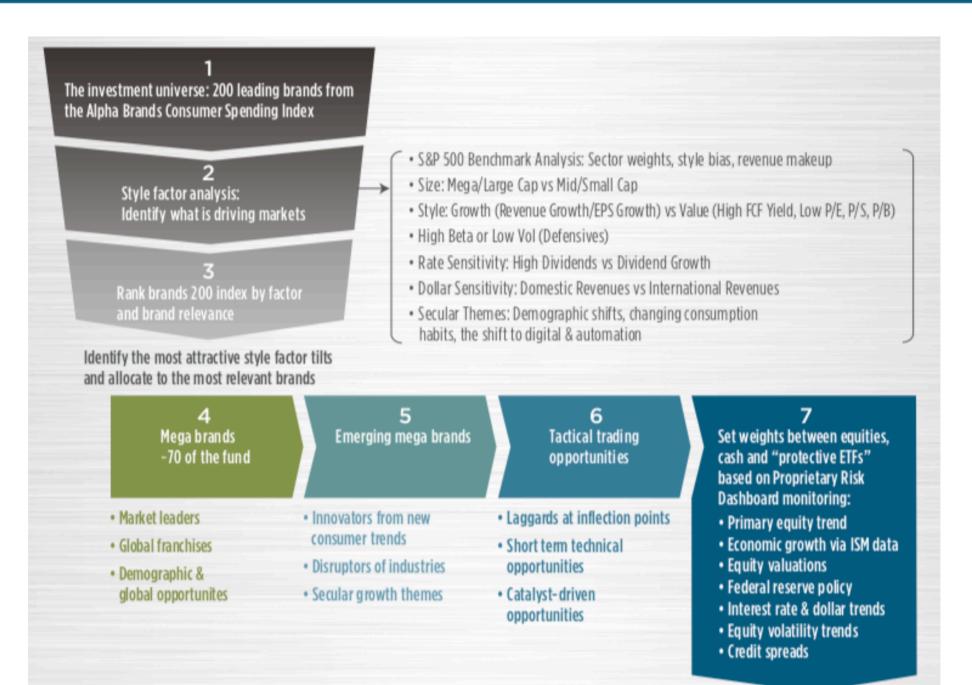
A CORE Large Cap equity allocation Typical weight of each position: 3-5%

Agnostic to value and growth Dynamic, risk management (can hold up to 40% cash when prudent)

Unconstrained and opportunistic across sectors and industries Can deploy defensive and protective ETF's in times of high market stress

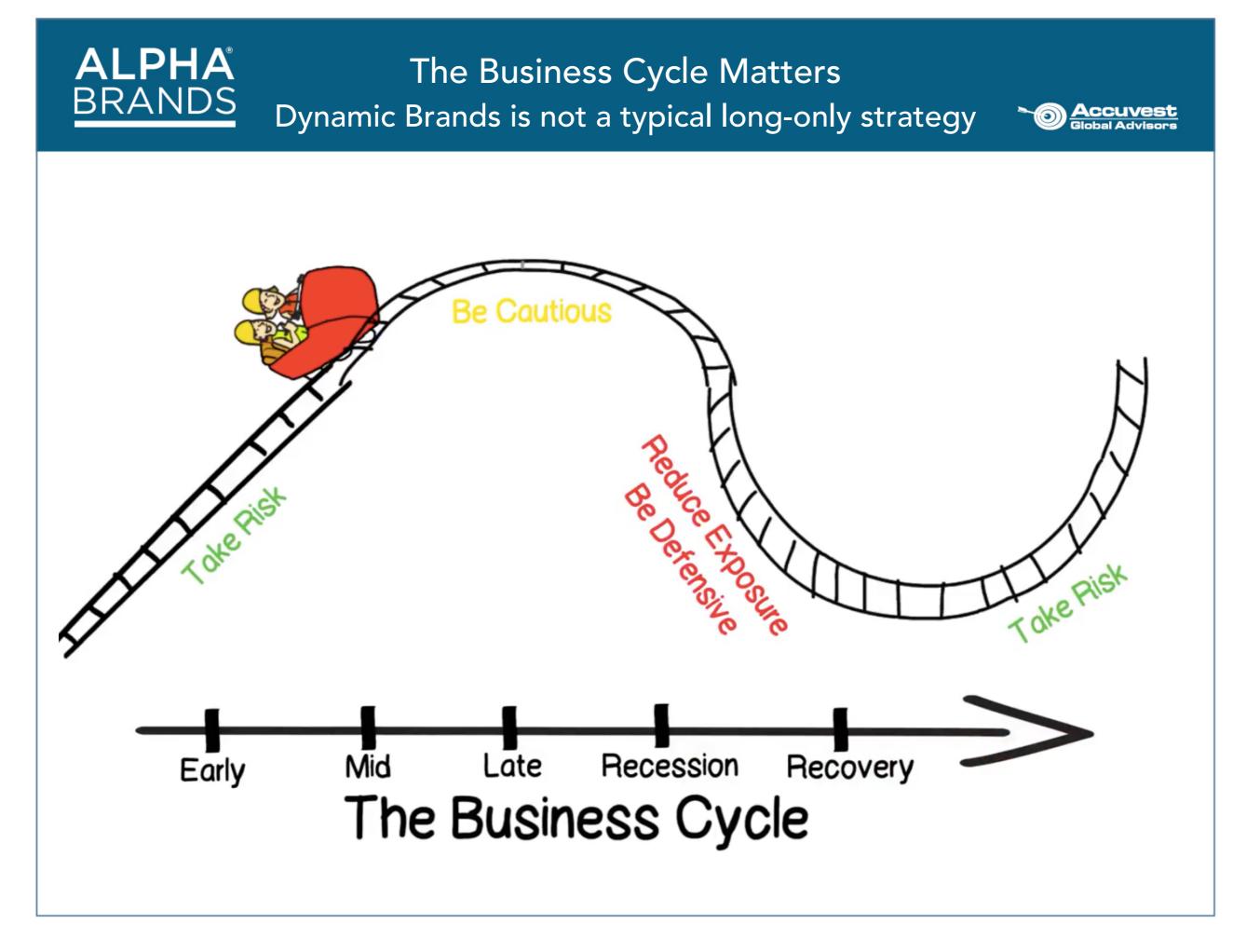
A Core + Tactical stock selection process Managed with a tax-aware approach

### **Dynamic Brands Process**



# **DYNAMIC** BRANDS

Accuvest







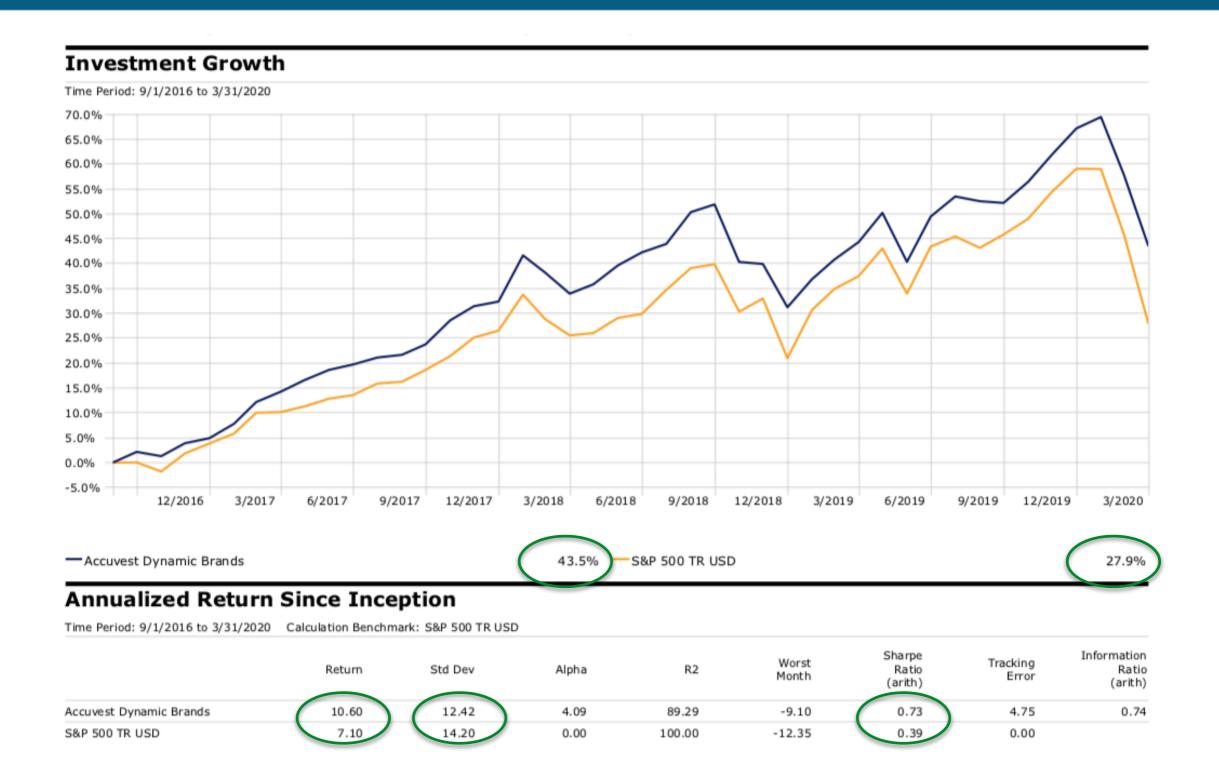


# Dynamic: Maximum Flexibility to Adapt



### Dynamic Brands SMA Performance





SOURCE: Morningstar & Accuvest AS OF 3/31/2020

# NW Quadrant: Risk/Reward

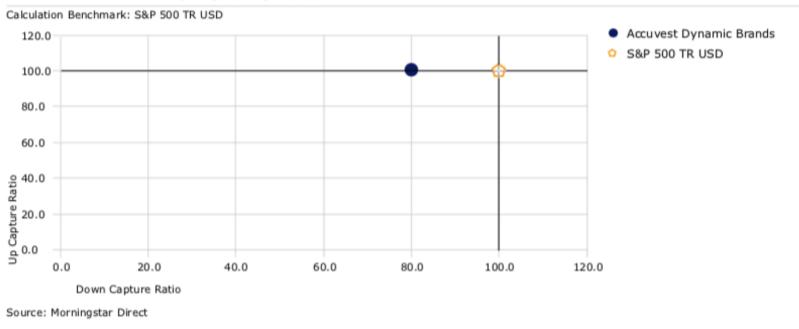


**Risk-Reward** Time Period: Since Common Inception (9/1/2016) to 3/31/2020 Calculation Benchmark: S&P 500 TR USD Accuvest Dynamic Brands 50.0 S&P 500 TR USD 40.0 30.0 20.0 10.0 Return 0.0 18.0 0.0 3.0 6.0 9.0 12.0 15.0 Std Dev

#### **Up Capture - Down Capture**

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Time Period: Since Common Inception (9/1/2016) to 3/31/2020

SOURCE: Morningstar & Accuvest AS OF 3/31/2020

# ALPHA BRANDS INVESTMENT TEAM





#### David Garff President and Chief Investment Officer

David serves as the President of Accuvest Global Advisors. He heads the Investment Committee and Research teams. David's responsibilities include oversight of the firm's asset allocation process, CST investment strategy, country selection model and liquid alternatives portfolios. He began his investment career in 1992 with Merrill Lynch, and then spent 10 years as a consultant with Smith Barney, serving the needs of affluent families, Foundations and Endowments. David graduated with a B.A. in Economics and Spanish Translation from Brigham Young University, and a Master's Degree in Business Administration, with a concentration in Finance, from the Haas School of Business at the University of California, Berkeley. He earned the Certified Investment Management Analyst designation as well as an Alternative Investments Certificate, both taught under the joint auspices of the Wharton School of Business, and the Investment Management Consulting Association. David is a frequent conference speaker on the subjects of global investing, ETFs and country selection. He has been featured on TV, radio and in print media with Bloomberg, CNBC, Fox Business, Wall Street Journal, Morningstar and Barron's. In 2012 David was recognized with the Honorable Distinction Stephen L. Kessler Writing Award for his whitepaper entitled "Global Equity Investing: Do Countries Still Matter?"



#### James Calhoun Portfolio Manager

James serves as Portfolio Manager and a member of the Investment Committee at Accuvest Global Advisors. His focus is alternative investment strategy research and development. As a member of the investment committee, his responsibilities include research, investment analysis, macroeconomic modeling, asset allocation, and portfolio attribution. Before joining AGA, James was co-portfolio manager of the Alternative Strategies Mutual Fund. James obtained Bachelor of Science degrees in Finance and Economics from the University of Nevada, Reno. His degrees emphasized Risk Management and Derivatives, Portfolio Management and Optimization, International Finance and Foreign Exchange, Advanced Macro and Micro Economics, Statistics, and Econometrics. James has over six years of investment management experience, and is actively pursuing the CFA designation. James is NASAA Series 65 certified.



#### Eric Clark

#### Portfolio Manager

Eric serves as a Portfolio Manager and a member of the Investment Committee at Accuvest Global Advisors. His focus is on AGA's suite of Alpha Brands strategies. As a member of the Investment Committee, his responsibilities include research, investment analysis, technical analysis, macroeconomic commentary, and portfolio strategy & implementation. Eric will also lead the sales, marketing & distribution efforts of the Alpha Brands business line. Eric has 23 years investment experience. He graduated with a B.A. in Urban Planning with an emphasis on Real Estate & Economics from the University of Maryland, College Park. Eric is a frequent writer about the power of the consumer and global consumption trends and the Iconic Brands that benefit. He holds the Series 7 and 66 licenses.

### Disclosures



#### Alpha Brands Consumer Spending Index Disclosure

The Alpha Brands Consumer Spending Index<sup>TM</sup> is presented by Accuvest and is powered by the Alpha Brands Investment Committee. The Index includes the top ranked brands (200 maximum), on an equal-weighted basis, from a static number of consumer-facing sub-industries chosen by the Alpha Brands Investment Committee. The 60+ sub-industries includes those deemed vital to the consumption supply-chain. Index constituents are the highest ranked companies in their respective subindustries based on a proprietary ranking system that combines market cap, total sales, and sales growth. The Alpha Brands Consumer Spending Index<sup>TM</sup> allows all constituents to free-float during each calendar year. The Index is re-constituted in December of every calendar year and will maintain a target of 200 leading brands going forward. The Index Committee identified a target number of sub-industries & constituents to track for the Index back-test. This approach was static over the back-tested time period for the sake of consistency. The Index offers a real-time view into consumer spending patterns on a yearly basis via the leading brands in our targeted sub-industries. The Index does not represent an investment and it is not possible to invest directly in an Index. Accuvest makes no representations regarding the advisability of investing in investment products based on the Index the performance of the Index. The imposition of these fees and charges would cause actual performance of the securities/vehicles to be lower than the Index performance shown. Inclusion of a company in the Index does not in any way reflect an opinion on the merits of that company. Accuvest and its affiliates do not provide tax advice. Accordingly, any discussion of U.S. tax matters contained herein (including any attachments) is not intended or written to be used, and cannot be used, in connection with the promotion, marketing or recommendation by anyone unaffiliated with Accuvest of any of the matters addressed herein or for the purpose of avoiding U.S. tax-related

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