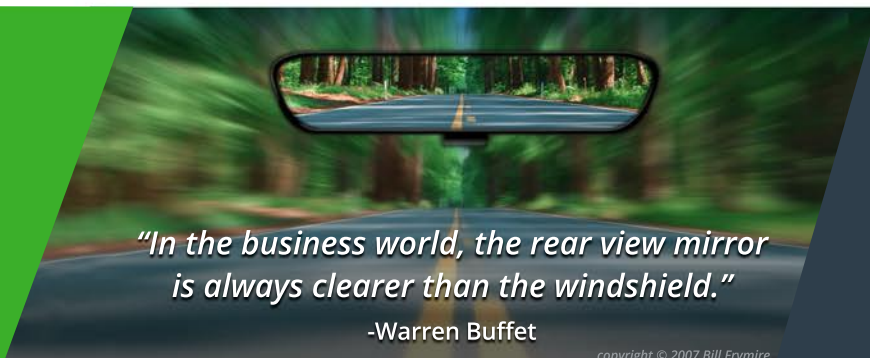


THE EARNINGS SCOUT PERFORMANCE

Delivering alpha looking through the windshield

While the rear view mirror is the best monitor of past performance, it cannot be used to predict future value.

As the "Oracle of Omaha," Warren Buffet, has said, "If past history was all that is needed to play the game of money, the richest people would be librarians." Buffet continues, "The investor of today does not profit from yesterday's growth." At **The Earnings Scout**, we could not agree more. After 20 years of analyzing earnings more closely than anyone, we know that looking forward through the windshield is the best way to consistently outperform.



What we do: **The Earnings Scout** rigorously measures, analyzes and tests the consistency and durability of sustainable earnings trends by tracking the second derivative change in consensus earnings estimate data. Through our daily notes, email alerts, Investment Playbook, and access to our 4,000+ company database, we provide objective advice on where the best and worst EPS estimate trends are likely to persist at the macro and micro levels. Our products and services are available to institutional investors and we offer a la carte options to meet the needs of smaller investment boutiques.

How we are different: If you use biased Wall Street research and follow a traditional earnings revision model, which still factors in rear-view mirror data and manipulated EPS surprises, you need to see our approach. We know many institutional investors have given up on earnings because they have not been able to decipher the signal from the noise. This is where the Earnings Scout will give you an added edge against your peers and the market.

"According to a mid-2016 S&P Global study, 87.5% of actively managed funds failed to beat their benchmarks over the past 10 years."

U.S. News & World Report November 8, 2016

How we help: Our research and online tools help to identify shifts in sustainable earnings momentum sooner than traditional models saving you time and money. **Our model has outperformed** in 5 out of the last 6 years with the results of our 20 year back test showing even more impressive performance.

Stable & Extremely Stable ES Volatility, minimum 10 analysts, Market Cap above \$10B

	2012	2013	2014	2015	2016	2017
Earnings Scout	20.96%	29.88%	15.40%	5.01%	8.64%	22.79%
S&P 500	11.52%	24.83%	11.39%	-0.73%	9.54%	19.42%
Alpha	9.44%	5.05%	4.01%	5.74%	-0.90%	3.37%

"Chains of habit are too light to be felt until they are too heavy to be broken." Warren Buffet

Changing investment behaviors and your view of the markets is not an easy task. However, once you see the empirical evidence of our data, you will see the power of our research. If you are in the majority and underperforming, we can help you get back on track. If you are in the minority and outperforming, we can enhance your risk-adjusted returns. Either way, we look forward to discussing how **The Earnings Scout** can work for your firm. Contact us today to schedule a presentation.