# THE GLOBAL ECONOMIC & INVESTMENT ENVIRONMENT AND STRATEGY

**OCTOBER 2018** 

PRESENTED BY ROGER J. SIT CEO & CHIEF INVESTMENT OFFICER

#### GLOBAL ECONOMIC & INVESTMENT ENVIRONMENT AND STRATEGY

- I. Current fundamentals support at least modest 2.5% 3.5% economic growth in the U.S. and globally over the next couple of years.
- II. We are positive on the equity market and think there could be continued appreciation in 2018 and 2019. Market volatility however, will likely increase.
- III. We are in a stock picker's market. Strong fundamentals and quality earnings are needed for stock price appreciation and for sustaining price appreciation.
- IV. Our equity investment strategy is a diversified "barbell" portfolio that focuses on potential beneficiaries from pro-growth, President Trump themes and less cyclical, largely developed markets focused growth stocks. The "barbell" strategy is appropriate due to the likely "fits and starts" in response to both progress and delays in Washington and global macroeconomic conditions.

#### **GLOBAL ECONOMIC & INVESTMENT ENVIRONMENT**

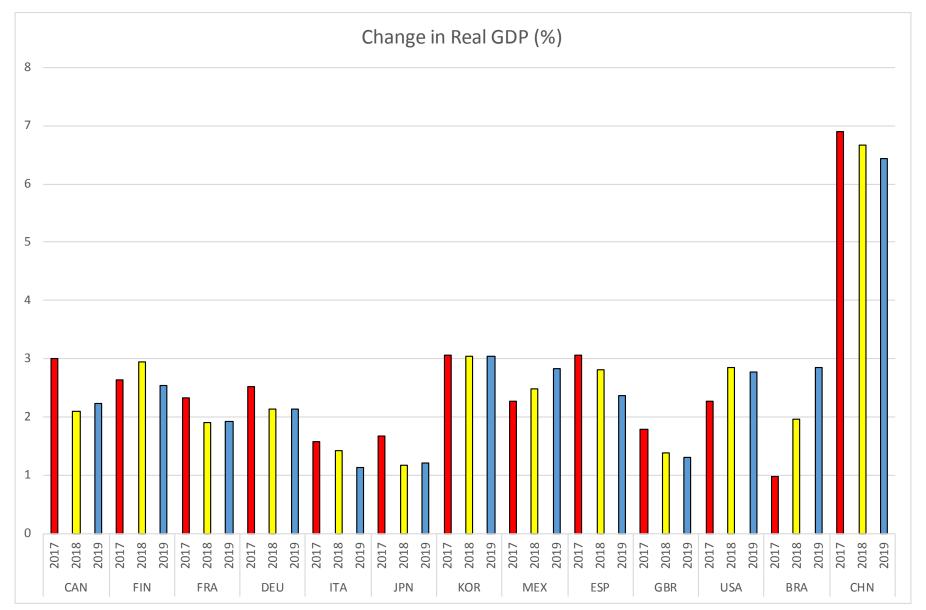
# I. Current fundamentals support at least modest 2.5% - 3.5% economic growth in the U.S. and globally over the next couple of years.

- The U.S. is benefiting from pro-growth presidential actions of tax reform, deregulation, repatriation of corporate cash, infrastructure/capital spending and other pro-business policies. These pro-growth actions have been partially offset by reduction in easy monetary policy, trade tariffs, trade war fears, strengthening U.S. dollar, and immigration. The bi-partisan spending deal could help growth in the near term, but would be a drag in the long run.
- Worldwide synchronized economic expansion is also occurring. Euroland growth (while modest) is experiencing expansion in Germany, with respectable growth prospects for the rest of the continent. Japan is improving slightly, helped by very accommodative monetary policy. China growth, while estimated to increase in the 6.0%-6.5% range, is experiencing softness and requiring additional government assistance. Trade tariffs appear to be having some impact. U.K. growth has held up; however, is still very uncertain due to Brexit.
- Inflation globally appears to be rising modestly. This will allow central banks worldwide to move gradually versus aggressively. We think monetary policies outside the U.S. will continue to be favorable. In the U.S., we believe the Federal Reserve will become less accommodative in a systematic, data dependent manner.

#### **GLOBAL ECONOMIC ASSUMPTIONS**

	GDP GROWTH			INFLATION				
	2017-2021			2017-2021				
	2017A	2018E	2019E	(5 Yr CAGR)	2017A 2018E 2019E		2019E	(5 Yr AVG)
<b>Global Economy</b>	3.1%	3.1%	3.0%	3.0%	2.1%	2.5%	2.4%	2.4%
United States	2.2	2.8	2.7	2.5	2.1	2.7	2.5	2.4
Euro Area	2.5	2.2	2.0	2.1	1.8	1.8	1.8	1.8
United Kingdom	1.7	1.3	1.5	1.5	2.7	2.5	2.1	2.3
Japan	1.7	1.0	1.0	0.9	0.5	1.0	1.0	0.7
Asia Ex Japan	6.2	6.0	5.8	5.9	1.9	2.4	2.5	2.4
Latin America	1.8	1.6	2.3	2.1	6.5	7.4	6.7	6.8

#### WORLD'S MAJOR ECONOMIES ARE GROWING



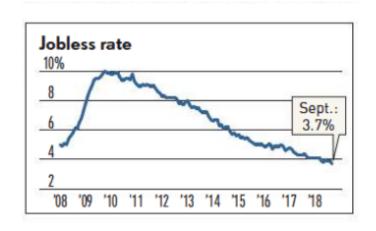


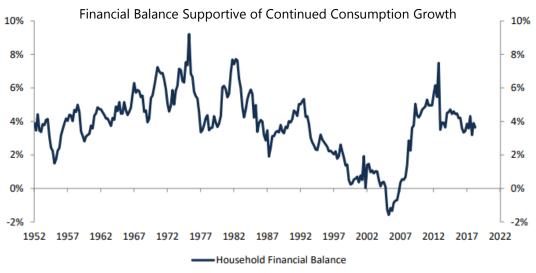
Source: OECD & Sit Investment Associates, Inc. 10/10/18

#### U.S. DATA SOLID

#### **Business Confidence United States** CEO Confidence Index (L) 8.0 110 → Small Business Optimism 7.5 7.0 6.5 100 6.0 95 5.5 5.0 90 U.S. Election -> 4.5 4.0 85 '13 '15 '17 '14 '16 '18 Source: Chief Executive Magazine, NFIB









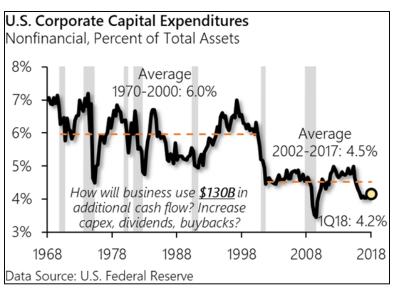
Source: Chief Executive Magazine, NFIB 9/30/18, Institute of Supply Management, 9/30/18, Investors Business Daily 10/6/18, Evercore ISI 10/10/18

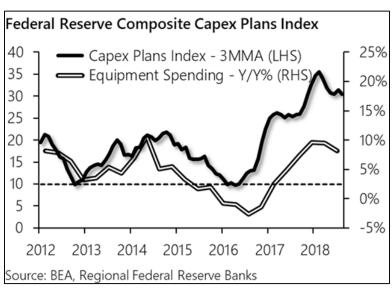
# TAX RECONCILIATION ACT OF 2017

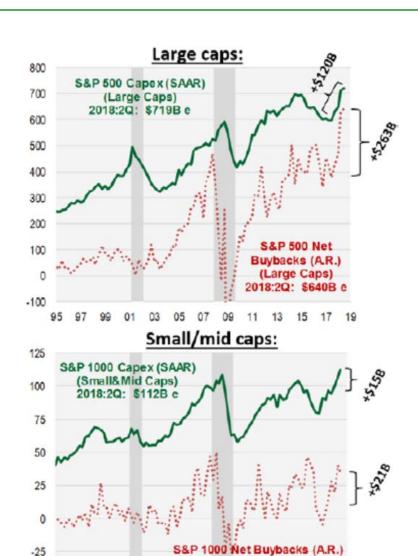
# **Corporate Changes**

Corporate Rate (Federal)	21%
Worldwide vs. Territorial	Territorial
Capital Expenditures/	100% Expensing Through 2022
Full Expensing	80% in 2023
	60% in 2024
	40% in 2025
	20% in 2026
	0% thereafter
Interest Deduction	Limited to 30% of adj. taxable
	income (~EBITDA through
	2021/EBIT after), carryforward of
	disallowed deduction for 5 years
Net Operating Losses	Capped NOL usage to 80% of
	taxable income, unlimited/
	indefinite carryforward
Corporate AMT	Eliminates
Other	Eliminate most other
	expenditures, keep R&D credit
International/	Cash and equivalents taxed
Repatriation	at 15.5%. Other earnings
	and profits at 8%
Patent Box (FDII)	13.125% tax earnings from U.S.
	patents used overseas

#### CAPITAL SPENDING IS A TOP PRIORITY





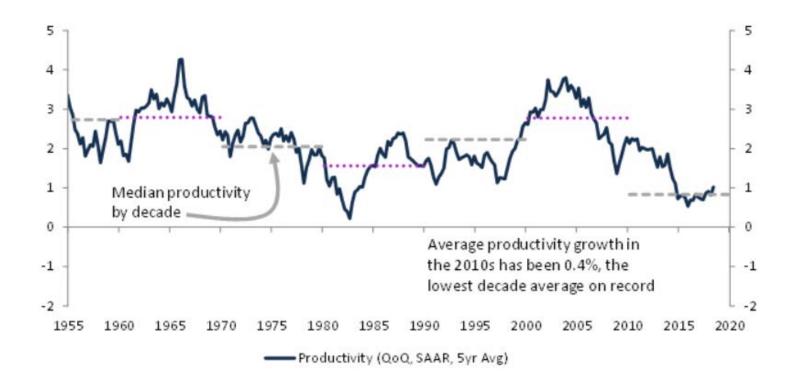




Sources: Federal Reserve & Sit Investment Associates, Inc. 7/31/18 & 9/30/18, Cornerstone Macro 10/8/18

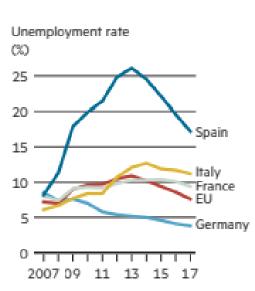
(Small&Mid Caps)

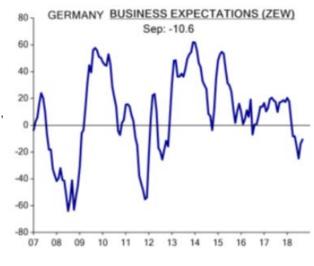
#### Low Productivity Growth in the U.S. Suppressing Growth

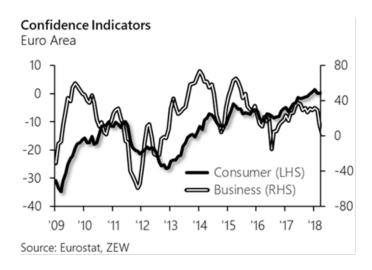


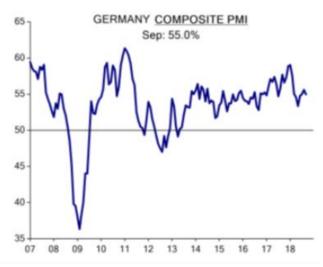
#### **EUROZONE INDICATORS IMPROVING MODESTLY**







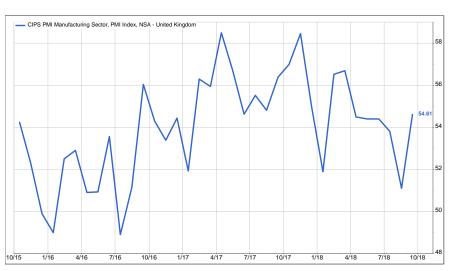


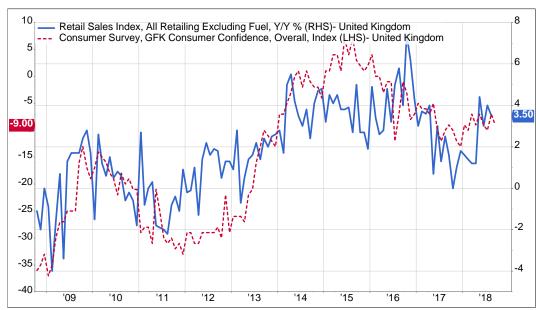




Source: Markit, Factset Research Systems, Eurostat, Sit Investment Associates, Inc. 9/30/18, Deutsche Bank Research 10/2018, Financial Times 10/15/18

#### U.K. ECONOMY IMPACTED BY BREXIT





#### Negotiating phase

The main areas up for discussion:

- Terms of the transition
- Separation terms
- Future status of Northern Ireland
- Framework for future UK-EU relationship

Deadline Autumn 2018

#### Ratification phase

- Approval by 72 per cent of member states
- · Consent vote by European Parliament
- UK parliament passes bill implementing withdrawal treaty
- Both sides notify that UK remains part of 750 EU international agreements

Deadline UK's exit from EU on March 29 2019

#### Transition phase

- · Formal trade talks begin
- UK seeks to replace 750 EU international deals
- Both sides prepare new immigration/customs/ regulatory systems
- Political accord on partnership agreement and EU parliament approval
- European elections in May 2019

Deadline End of transition period, Dec 31 2020

#### Beyond

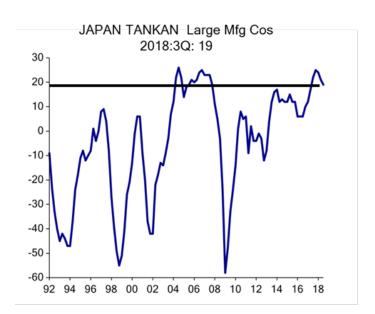
- Provisional application of trade agreement
- Regulatory assessments for equivalence/mutual recognition
- Implementation of phase-in provisions in new partnership
- Ratification of agreement in up to 40 national parliaments
- UK elections by May 5 2022

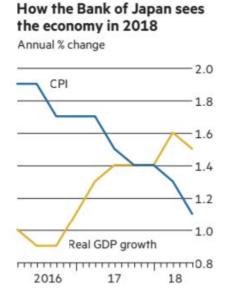


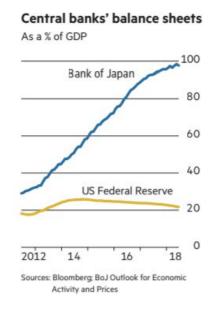
Sources: Factset Research Systems and Sit Investment Associates, Inc. 10/11/18, Financial Times 3/29/18

#### **JAPAN IMPROVING**





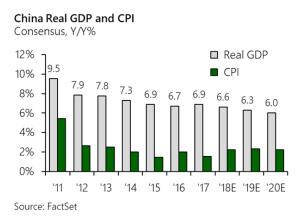


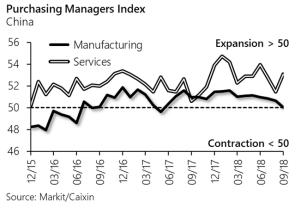


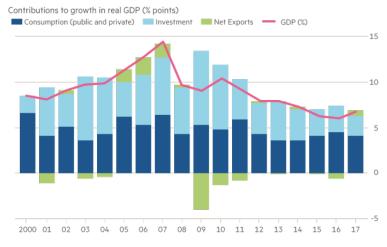


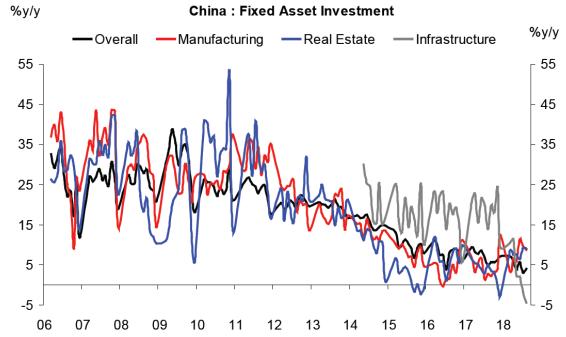
Source: Financial Times 6/12/18 & 8/1/18, Evercore ISI 10/7/18

# CHINA GROWTH IMPROVING, BUT SEEING SOME SOFTNESS





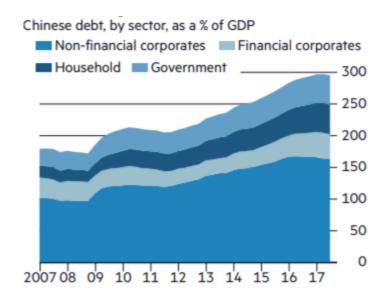


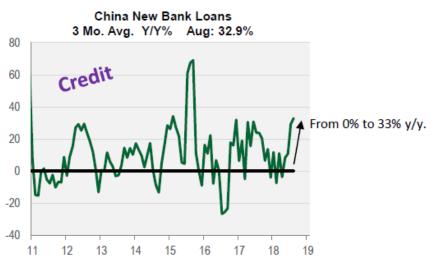




Source: FactSet, Markit/Caixin 9/30/18, Financial Times 6/29/18, Deutsche Bank Research 10/2018

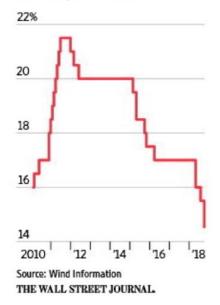
# CHINA IS REBALANCING, BUT THERE ARE RISKS





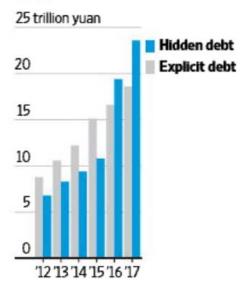
#### **Loosening the Reins**

In hopes of stimulating the economy, China reduced the amount of money that banks must keep in reserve.



#### Off the Books

China's local government debt, by type

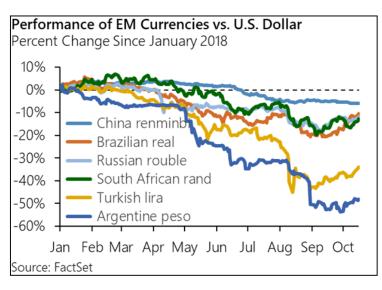


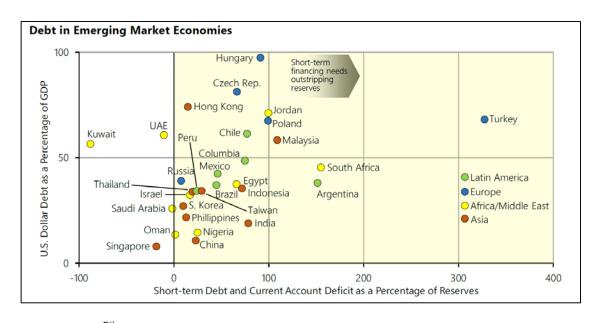
Note: 10 trillion yuan = \$1.464 trillion Source: Institute of World Economics and Politics

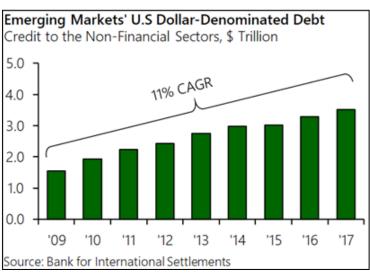
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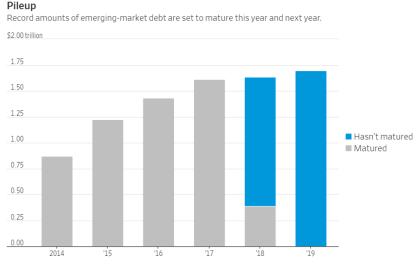


#### **EMERGING MARKET DEBT LEVELS BECOMING A CONCERN**









Note: Includes all currencies and debt from governments, financials, and other corporates Source: Institute of International Finance



Source: BIS, FactSet, Sit Investment Associates 10/16/18, Wall Street Journal 6/11/18

#### AMERICANS BELIEVE TRADE BETWEEN U.S. AND CHINA IS UNFAIR

# Picking Sides

Americans don't trust China on trade, and China is expanding its trade relationships outside the U.S.



\*Chile, Brazil and Argentina †Japan, Korea, Taiwan, Indonesia, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam

Sources: Gallup telephone poll of 1,505 adults conducted June 18-24; margin of error: +/-3
percentage points (views); TS Lombard (China's trade)

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#### CHINA'S THREE ECONOMIC DEVELOPMENT REGIMES

#### 'Strategically Vital Industries' (Dec 06)

#### ABSOLUTE CONTROL

- Armaments
- · Electric Power
- · Oil / P'Chem
- Telecom
- Coal
- Aviation
- Shipping

#### **HEAVYWEIGHTS**

- Machinery
- Autos
- Info Tech
- Construction Iron and Steel
- · Non-Ferrous

ISI Group

December 2006, SASAC, the State-owned Assets Supervision & Administration Commission, identified 13 key industries. Beijing wanted to create an oligopoly of globally dominant SOEs (listed here).

Beijing identified a top level "Absolute Control", and a second level "Heavyweights."

China's State Council in 2011 identified 7 "Emerging Strategic Industries."

#### China's 7 Emerging Strategic Industries

- 1. Energy Conservation & Environmental Protection
- 2. New Information Technology
- Bio-industry

- 4. High-End Equipment Manufacturing
- 5. Renewable & Alternative Energy
- 6. New Materials
- 7. New Energy Vehicles

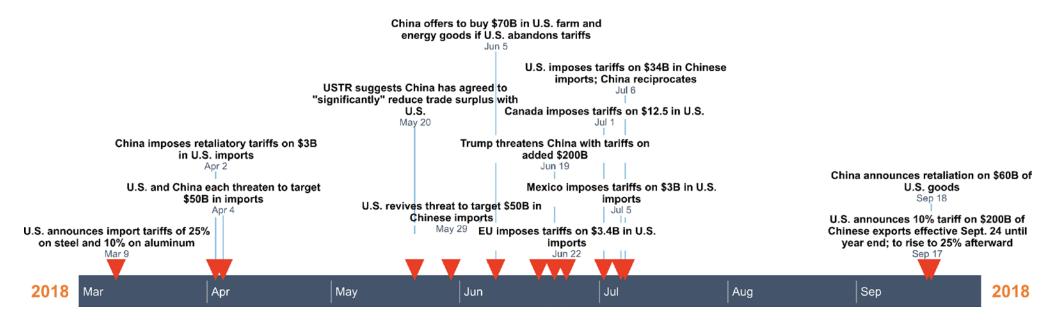
#### "Made in China 2025" – Beijing's List (2015)

- > New generation of information technology
- > Advanced computer numerical control machine tools, robots
- > Aviation and aerospace equipment
- Marine engineering equipment and high-tech ships
- > Advanced rail transportation equipment
- Energy-saving and new energy vehicles
- > Power equipment
- New materials
- Biomedicine and advanced medical devices
- Agricultural machinery and equipment



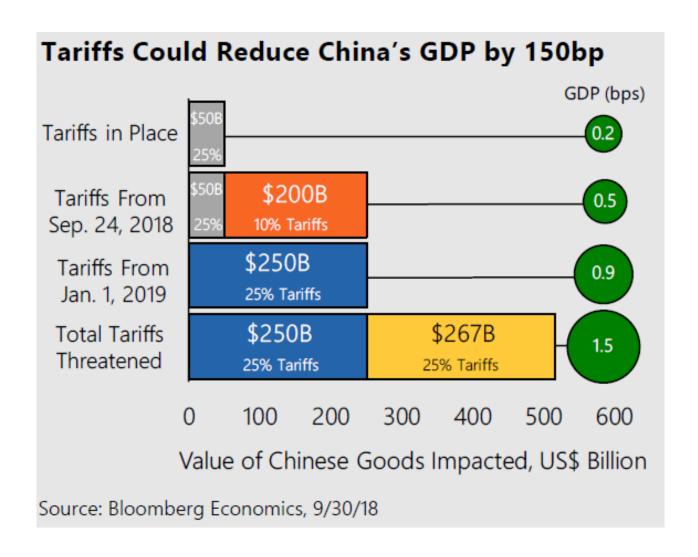
Source: Evercore ISI 3/23/18

### TIMELINE OF KEY TARIFF ANNOUNCEMENTS SINCE MARCH 2018





#### TARIFFS PRESENT A SIGNIFICANT HEADWIND TO CHINA'S GDP





# IMPACT OF LATEST PROPOSED TARIFFS ON CONSUMER GOODS

# Paying the Bill

Consumer goods get hit harder as U.S. levies tariffs on more Chinese imports.

# Share of tariffs on Chinese imports

	Intermediate goods	Capital goods	Consumer goods	Others*
1st round \$50 billion in tariffs	53%	42	1	5
2nd round \$200 billion in tariffs	50%	25	24	1
3rd round* \$267 billion in tariffs	15%	44	40	1

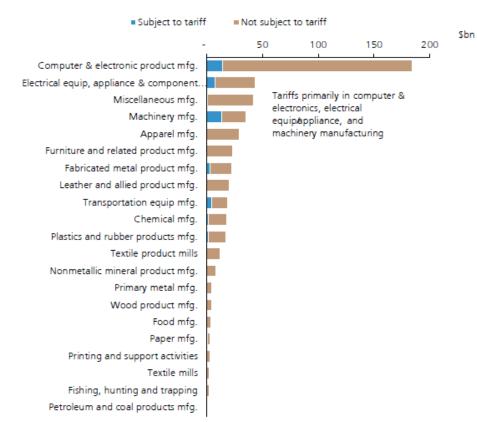
<sup>\*</sup>Threatened, but not carried out yet.

Note: Numbers don't equal 100% due to rounding. 'Others' includes transport equipment Source: USITC via Peterson Institute for International Economics

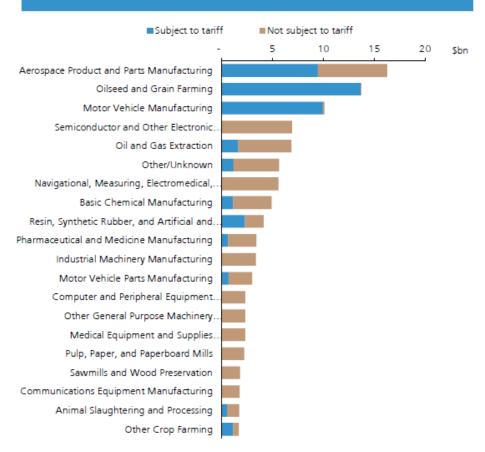
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#### TARIFFS ON U.S. IMPORTS FROM CHINA & U.S. EXPORTS TO CHINA

#### **US tariffs on imports from China**



#### China retaliation: tariffs on US exports



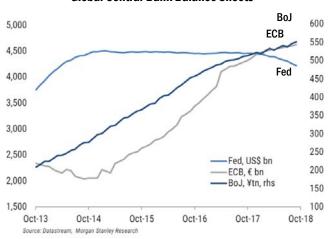
Source: UBS Evidence Lab, US Census Bureau, BEA (Note: these categories are from the April list of tariffs on US goods exported to China.)



Source: UBS Research, 7/2018

#### EASY MONETARY POLICIES IN PLACE TO SPUR GROWTH

#### **Global Central Bank Balance Sheets**



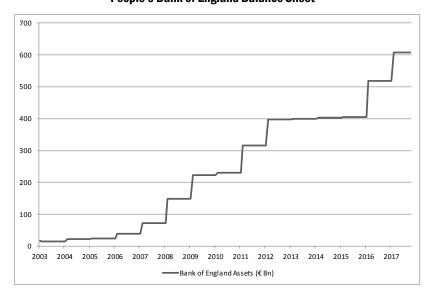
#### **People's Bank Of China Balance Sheet**

# 35.00

25.00 20.00 15.00 10.00 5.00 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

People's Bank of China - Balance Sheet (Tr)

#### **People's Bank of England Balance Sheet**



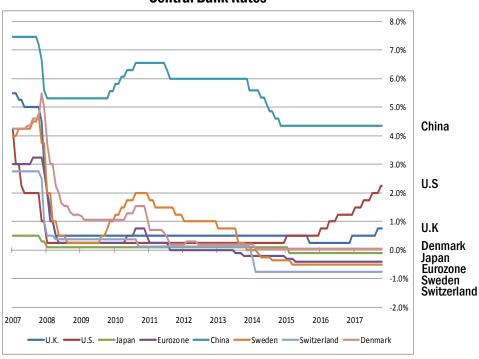


Source: Morgan Stanley Research 10/5/18 & Factset Research Systems 10/11/18

#### **CENTRAL BANKS REMAIN ACCOMMODATIVE**

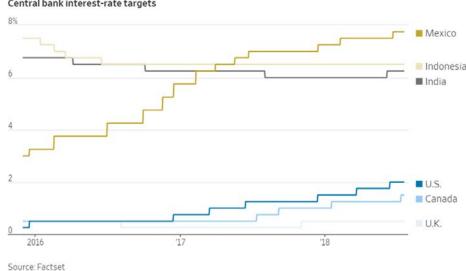
Moving Up

#### **Central Bank Rates**

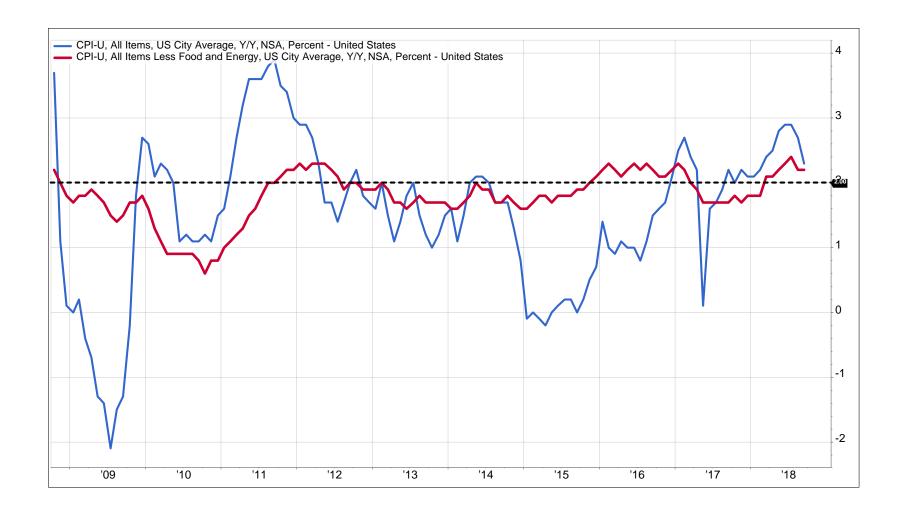


#### Approximately 24% of global GDP has a negative Central Bank interest rate. (Eurozone, Japan, Switzerland, and Sweden)

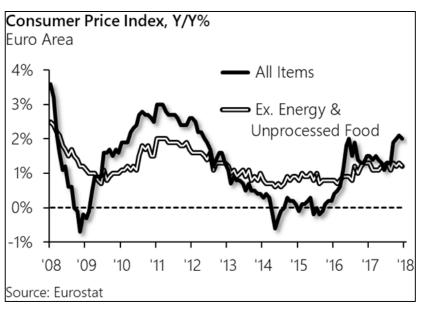
# The Fed started to raise its rates in December 2015, and a handful of central banks have followed in its footsteps. Central bank interest-rate targets

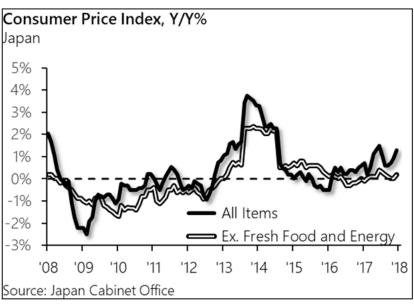


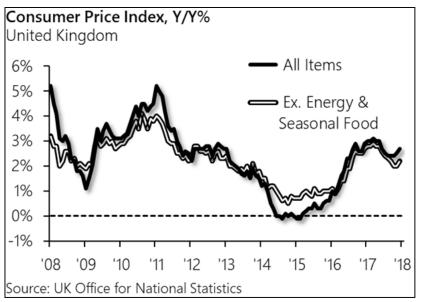
# U.S. Inflation Has Been Below the Fed's Target for Years

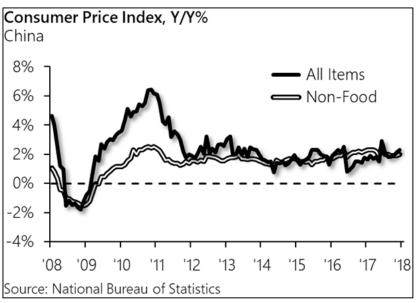


#### GLOBAL CONSUMER PRICE INDEX





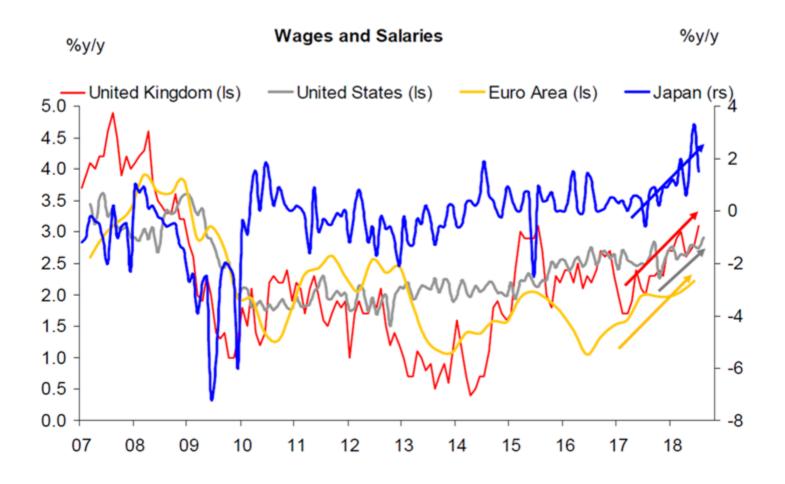




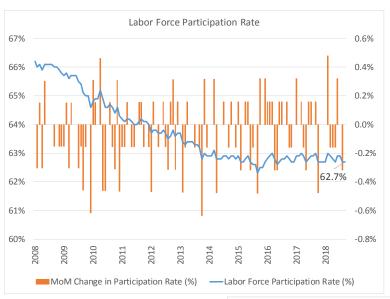


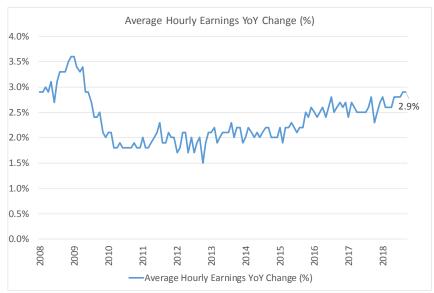
Source: National Bureau of Statistics, UK Office for National Statistics, Eurostat, Japan Cabinet Office & Sit Investment Associates, Inc. 9/30/18

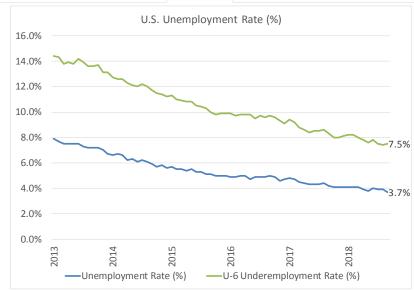
# GLOBAL WAGES INFLECTING HIGHER GRADUALLY



#### U.S. EMPLOYMENT DATA NOT YET SUGGESTING OVERHEATING









Source: Bureau of Labor Statistics & Sit Investment Associates, Inc. 10/11/18

# **EXPECTED RANGE OF FUTURE FIXED INCOME RETURNS**

#### September 30, 2018

		Time Horizon					
		6 Months		1 Y	1 Year		n. Return)
Risk Level/ Representative Issue	Interest Rate Forecast	Terminal Yield	Total Return	Terminal Yield	Total Return	Terminal Yield	Total Return
Low Risk	Pessimistic	3.25%	#NAME?	3.50%	#NAME?	4.00%	#NAME?
2 yr. Constant Mat. Tsy.	Most Likely	3.13	#NAME?	3.38	#NAME?	3.00	#NAME?
Present YTM 2.82%	Optimistic	1.50	#NAME?	1.50	#NAME?	2.00	#NAME?
Intermediate Risk	Pessimistic	3.25	#NAME?	3.75	#NAME?	5.00	#NAME?
5 yr. Constant Mat. Tsy.	Most Likely	3.25	#NAME?	3.38	#NAME?	4.00	#NAME?
Present YTM 2.95%	Optimistic	1.50	#NAME?	1.50	#NAME?	3.00	#NAME?
Medium Risk	Pessimistic	3.75	#NAME?	4.00	#NAME?	5.50	#NAME?
10 yr. Constant Mat. Tsy.	Most Likely	3.38	#NAME?	3.50	#NAME?	4.50	#NAME?
Present YTM 3.06%	Optimistic	2.00	#NAME?	2.00	#NAME?	3.50	#NAME?
High Risk	Pessimistic	4.50	#NAME?	4.75	#NAME?	6.00	#NAME?
30 yr. Constant Mat. Tsy.	Most Likely	3.50	#NAME?	3.75	#NAME?	5.00	#NAME?
Present YTM 3.21%	Optimistic	2.25	#NAME?	2.25	#NAME?	4.00	#NAME?

Source: Sit Investment Associates, Inc. 9/30/18

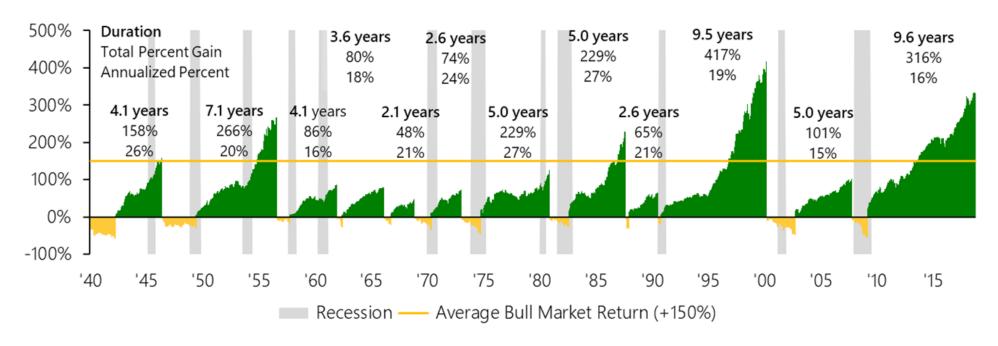
#### **GLOBAL ECONOMIC & INVESTMENT ENVIRONMENT**

# II. We are positive on the equity market and think there could be continued appreciation in 2018 and 2019. Market volatility however, will likely increase.

- The favorable global economic back drop should lead to ongoing corporate earnings growth.
- Equity Valuations are not expensive relative to history. Equity valuations are attractive relative to bonds.
- Markets need economic clarity in order to assess interest rates, corporate revenues and earnings strength.
   We believe earnings strength is the catalyst to stock price appreciation.
- Market volatility could increase due to:
  - Economic growth concerns as accommodative monetary policies are gradually unwound
  - Worldwide growth and political concerns from President Trump's trade tariffs and potential trade war
  - Reduced growth caused by ballooning budget deficits and increased country debt levels

#### **CURRENT BULL MARKET THE LONGEST IN HISTORY**

#### S&P 500 Price Returns During Bull and Bear Markets



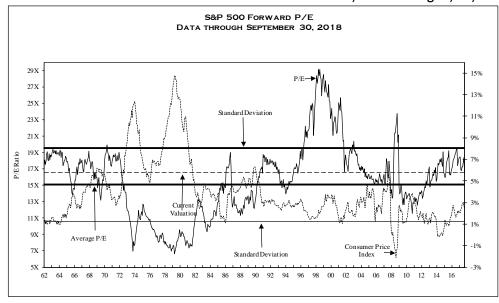
# **EQUITY VALUATIONS ARE REASONABLE**

#### **Global Prospective PE**



Source: BofA Merrill Lynch Global Quantitative Strategy, MSCI, IBES

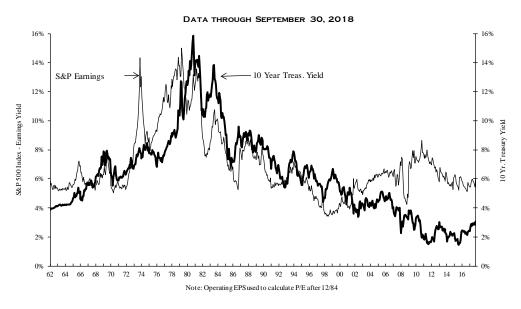
#### S&P 500 Forward P/E Data Through 9/30/18

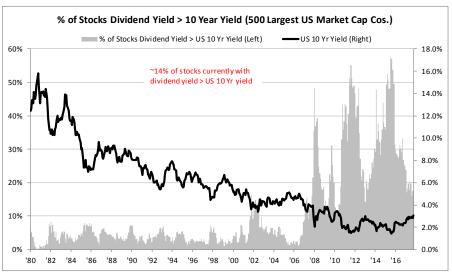




Source: B of A/Merrill Lynch 9/21/18 & Sit Investment Associates, Inc. 9/30/18

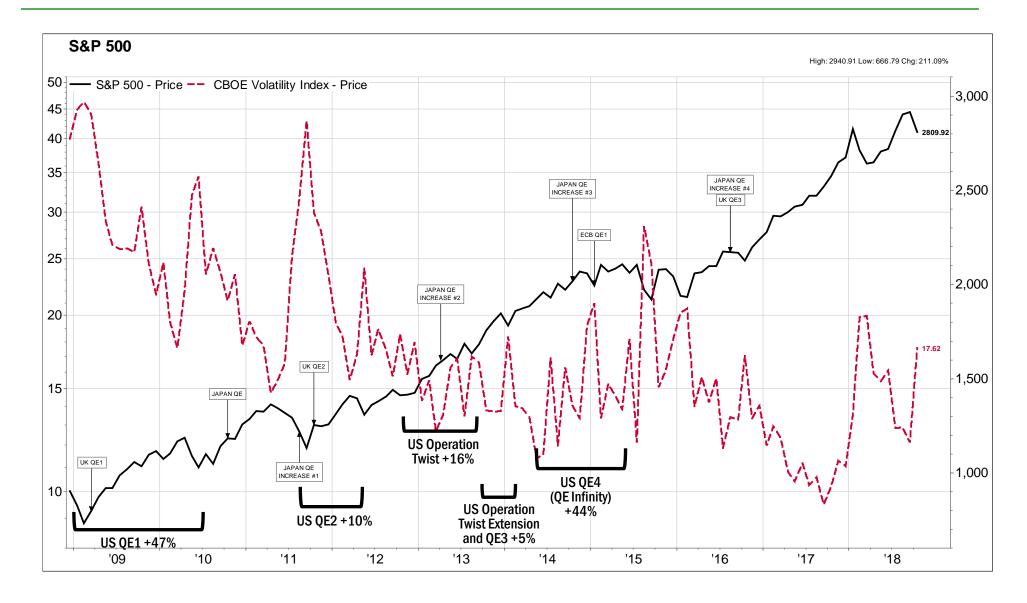
# **EQUITY VALUATIONS ARE ATTRACTIVE RELATIVE TO BONDS**





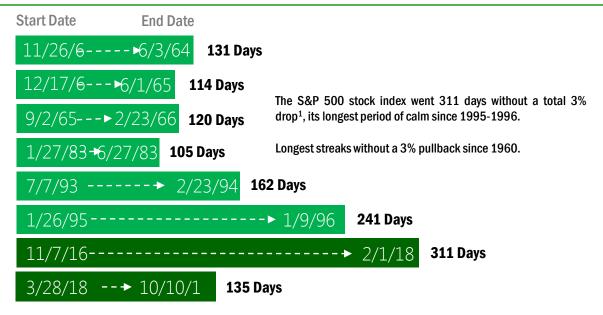


# QUANTITATIVE EASING HAS STIMULATED THE MARKET CAUSING LOW VOLATILITY

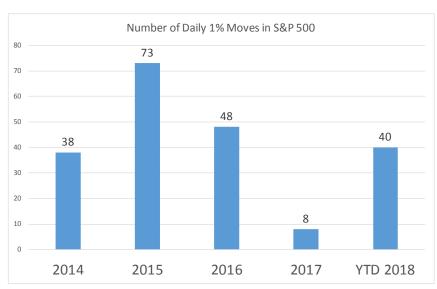


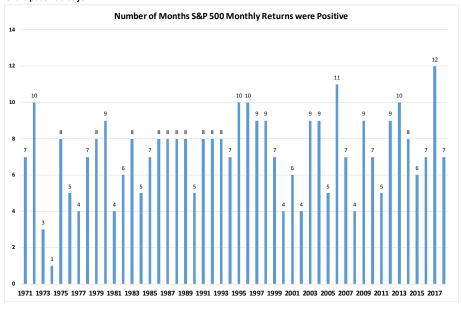


#### STOCK MARKET WAS LARGELY UNINTERRUPTED



1 - S&P 500 decline percentage based off of peak index level over the past 250 days.





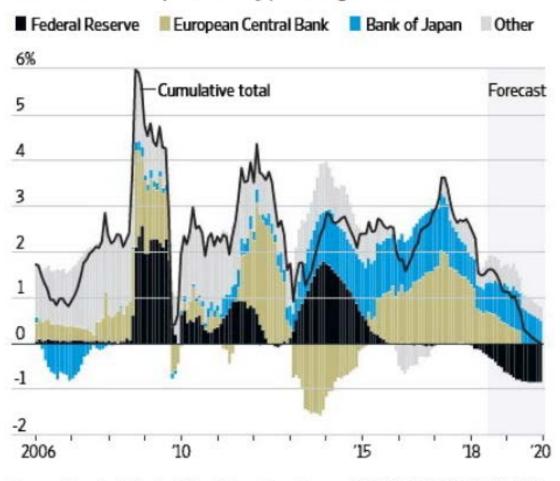
Sit Investment Associates

Source: Factset Research Systems & Sit Investment Associates, Inc. 10/17/18, The Wall Street Journal

#### **UNCERTAINTIES LOOM OVER CENTRAL BANK TIGHTENING**

# Pulling Back

Central-bank asset purchases by percentage of GDP



Sources: Haver Analytics; Institute of International Finance THE WALL STREET JOURNAL.

Source: The Wall Street Journal 8/24/18

#### 2018 ELECTION RATINGS

# U.S. House of Representatives

Democrats only need to pick up 23 seats to control House; strong bias toward Democratic control

Solid	Seats	Likely/Le	an Seats	Toss Up or Worse		
D - 182	R - 145	D - 10	R - 51	D - 3	R - 44	

## U.S. Senate

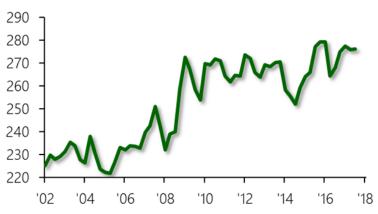
Democrats only need to pick up 2 seats to control Senate; 26 seats held by Democrats up for reelection vs 9 seats held by Republicans; strong bias toward Repulican control

Solid Seats		Likely/Le	an Seats	Toss Up or Worse		
D - 14	R - 4	D - 7	R - 1	D - 5	R - 4	

#### GLOBAL DEBT CHALLENGE TO GROWTH

#### Total Credit to the Non-Financial Sector, Total

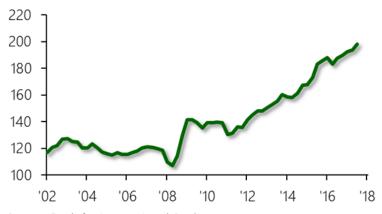
Percent of GDP, Advanced Economies



Source: Bank for International Settlements

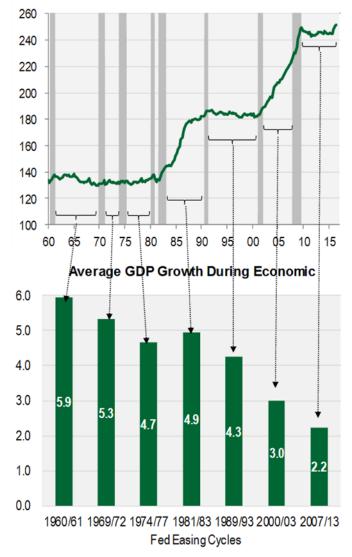
#### Total Credit to the Non-Financial Sector, Total

Percent of GDP, Emerging Economies



Source: Bank for International Settlements

# U.S. Total Nonfin Debt % Nominal GDP 2016:2Q: 251.1%





Source: Bnk for International Settlements & Sit Investment Associates, Inc. 10/16/18 Cornerstone Macro 1/9/17

#### **GLOBAL ECONOMIC & INVESTMENT ENVIRONMENT**

# III. We are in a stock picker's market. Strong fundamentals and quality earnings are needed for stock price appreciation and for sustaining price appreciation.

- The equity markets are shifting from a monetary policy driven market to a company fundamentals driven market.
- Over the last nine years, the markets have increased as a result of multiple expansion in anticipation of an improving economy and increased corporate earnings. We cannot expect stock multiples to expand further.
- High sector and stock correlation "rising tide lifts all boats" not likely to continue.
- The second half of 2017 and year-to-date corporate earnings growth have been strong, which has led to further market appreciation based on fundamentals.
- In a stock picker's market, earnings must "materialize." We must find the sectors and companies that can grow earnings and avoid those that cannot. Strong fundamentals and quality earnings are needed for stock price appreciation, sustaining price appreciation, and justifying stock price valuations.
- Sectors and stocks that perform well should broaden beyond the technology and FAANG (Facebook, Amazon, Apple, Netflix, Google) stocks.
- Active management versus passive management should do better. Passive investing has benefited from significant quantitative easing, low interest rates, and lack of market volatility worldwide. Active versus passive investing, historically, has been cyclical. Active management helps protect/limit exposure in more volatile/down markets. It's important to have a diversified portfolio of both styles.

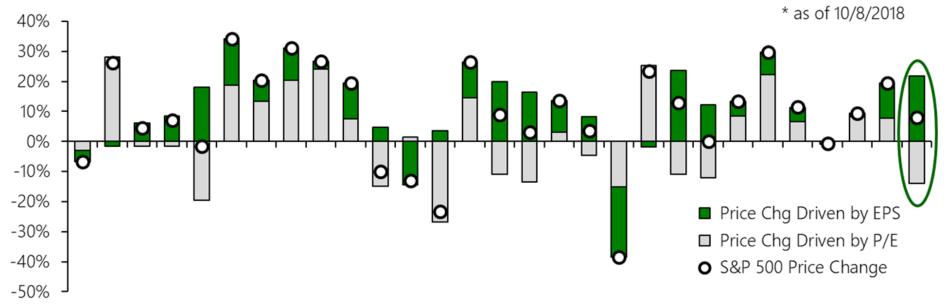
#### **EPS GROWTH NOW DRIVING MARKET APPRECIATION**

## Price / Earnings Ratio **★** Earnings **=** Price

### **Therefore, for Price to Increase:**

- Price/Earnings Ratio Has to Expand and/or
- Earnings Has to Increase

S&P 500 Price Returns, Contribution from EPS and PE



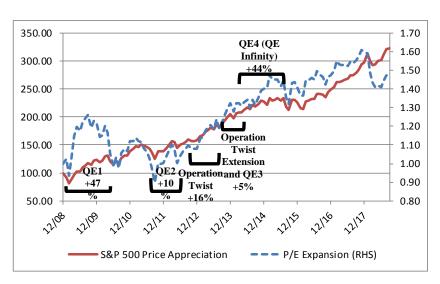
'90 '91 '92 '93 '94 '95 '96 '97 '98 '99 '00 '01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14 '15 '16 '17 '18E

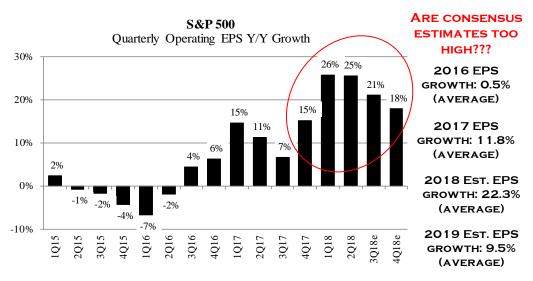


Source: Cornerstone Macro & Sit Investment Associates, Inc. 10/8/18

### P/E Expansion Drove Market Higher, Now Needs Earnings

#### (P/E x EARNINGS = PRICE)







Source: Factset Research Systems & Sit Investment Associates, Inc. 10/18/18

## FAANG STOCKS UNDER PRESSURE IN THE FOURTH QUARTER

#### FAANG (FACEBOOK, APPLE, AMAZON, NETFLIX, GOOGLE)

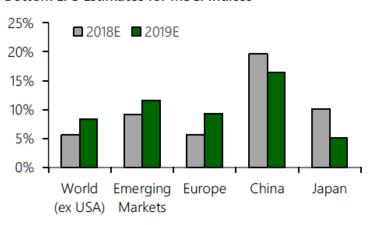


	YTD thru 6/30			YTD thru 7/31			YTD thru 8/31			YTD thru 9/30			YTD thru 10/17/18		
	<u>Total</u>	Contribution Co		<u>Total</u>	Contribution Co		<u>Total</u>	Contribution 9		<u>Total</u>	Contribution C		<u>Total</u>	Contribution C	
	<u>Return</u>	to Return	<u>(%)</u>	<u>Return</u>	to Return	<u>(%)</u>	<u>Return</u>	to Return	<u>(%)</u>	<u>Return</u>	to Return	<u>(%)</u>	<u>Return</u>	to Return	<u>(%)</u>
S&P 500	2.6%	2.62		16.2%	16.24		9.9%	9.91		17.1%	17.09		6.7%	6.65	
Top 10 Contributors	21.7%	3.07	117%	41.0%	6.39	39%	37.9%	5.67	57%	42.3%	10.18	60%	36.1%	4.9	74%
FAANG Stocks	30.6%	2.07	79%	43.0%	3.77	23%	38.8%	3.71	37%	37.2%	6.29	37%	30.5%	2.79	42%



#### **BOTTOMS UP EPS ESTIMATES**

#### **Bottom EPS Estimates for MSCI Indices**



Source: FactSet, Sit Investment Associates

#### **Bottom EPS Estimates, Consensus**

Year-Over-Year Percent Growth



Source: FactSet, Sit Investment Associates

## Change in Consensus Operating EPS Growth Estimates

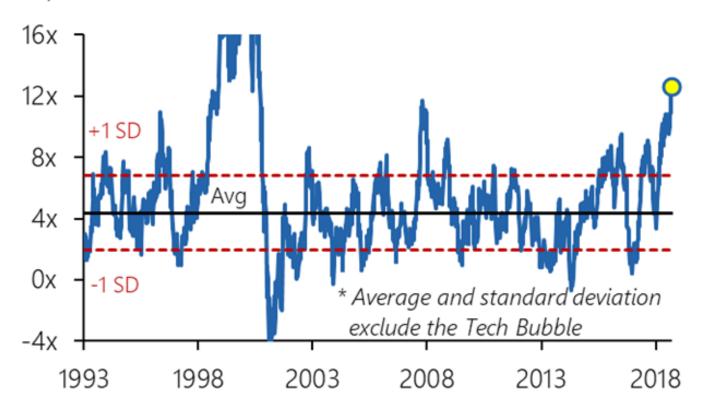
S&P 500 GICS Sector - Factset Estimates 2018 2018 2019 2019 Growth Growth Growth Growth Est. Est. Est. Est. 1Q18 2Q18 3Q18 Growth Est. 11/9/17 Current Change % 11/9/17 Current Growth Growth Energy 24.7% 153.4% 128.7% -1.4% 30.3% 122.2% 70.7% 138.9% **Materials** 21.6% 23.8% 51.9% 10.3% 2.1% 10.2% 11.3% 48.8% Industrials 10.2% 10.6% 0.3% 9.8% 10.9% 18.8% 5.9% 11.6% 32.3% 161.2% **Consumer Discretionary** 56.3% 23.9% 26.3% 22.5% 31.5% 122.6% **Consumer Staples** 6.6% 2.4% -4.2% 5.9% 4.5% 2.0% 3.7% -0.6% **Health Care** 14.4% 15.1% 0.7% 10.1% 7.6% 13.1% 15.3% 5.3% 15.5% 7.9% -49.8% **Financials** -14.7% 30.3% 7.3% 15.3% 9.1% 3.9% Information Technology 15.2% -11.3% 9.5% 10.5% 4.6% 24.1% 10.8% **Communication Services** 21.8% 19.5% -2.3% 14.6% 21.6% 18.4% 12.4% 16.9% Utilities 7.4% -2.8% 6.2% 9.1% -17.9% 11.2% -10.2% 0.3% 11.7% Real Estate 10.4% 11.0% 0.6% 9.1% 7.8% 11.2% 7.1%



Source: Factset Research Systems & Sit Investment Associates, Inc. 10/11/18

#### P/E SPREADS OF LARGEST 1000 U.S. STOCKS

# Top Quartile minus Bottom Decile



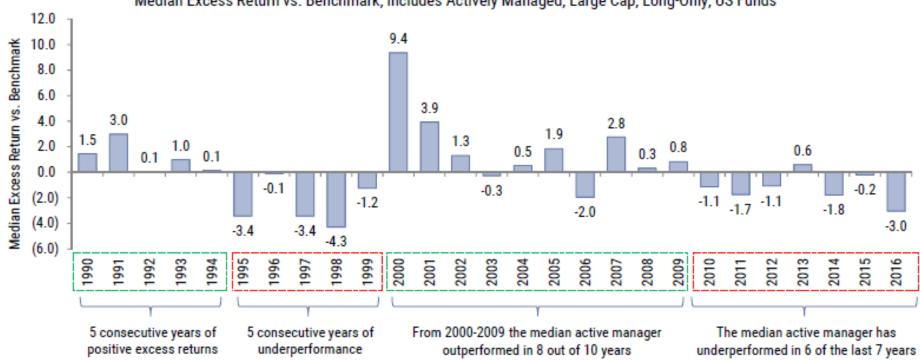
## P/E CONTRACTION IN ATTRACTIVE SECTIONS

	NTM	Change	
	(12/31/17)	(10/17/18)	in P/E
Integrated Oil	21.0x	13.9x	-7.1x
Pulp & Paper	15.0x	9.0x	-6.0x
Air Freight/Couriers	18.5x	14.4x	-4.2x
Aerospace & Defense	22.5x	18.3x	-4.1x
Investment Banks/Brokers	16.8x	12.8x	-4.0x
Electronic Production Equip.	13.9x	10.2x	-3.7x
Major Telecommunications	13.3x	10.1x	-3.1x
Semiconductors	15.2x	12.3x	-2.9x
Life/Health Insurance	11.0x	8.4x	-2.6x
Managed Health Care	19.3x	17.8x	-1.5x

#### **ACTIVE/PASSIVE PERFORMANCE TRENDS ARE CYCLICAL**

#### There have been 4 distinct alpha cycles since 1990

Median Excess Return vs. Benchmark; Includes Actively Managed, Large Cap, Long-Only, US Funds



#### GLOBAL EQUITY PORTFOLIO STRATEGY

- IV. Our equity investment strategy is a diversified "barbell" portfolio that focuses on potential beneficiaries from pro-growth, President Trump themes and less cyclical, largely developed markets focused growth stocks. The "barbell" strategy is appropriate due to the likely "fits and starts" in response to both progress and delays in Washington and global macroeconomic conditions.
  - On the pro-growth, Trump theme side of the "barbell", we focus on beneficiaries from the President's business friendly themes of:
    - Tax Reform corporate & personal
    - Repatriation of foreign cash
    - Deregulation
    - Infrastructure
  - On the less cyclical, growth-stock side of the "barbell," we focus on companies that have more visible potential revenues and earnings. Growth with material exposure in the U.S. and developed international markets. Sectors of focus include:
    - Telecom
    - Technology
    - Defense
    - Consumer non-durables
    - Selective healthcare
  - On both sides of the "barbell," all our portfolio companies should possess high-quality characteristics. Quality growth stocks provide a favorable risk/reward profile. They participate in a rising market and retain their value better in a falling market. These quality growth stocks include the following characteristics:
    - Sales & earnings growth
    - Efficient operations with operating margin leverage
    - Free cash flow generation
    - Dominant market share positions
    - Proactive management teams
    - Attractive valuations relative to growth potentials

#### COMPONENTS OF SIT INVESTMENT ASSOCIATES' "BARBELL" STRATEGY

# **Overweight**

# Visible Growth/ Developed Markets-Focused

Non-cyclical, attractive valuation, limited FX risk, govt. policy beneficiaries, low beta, and U.S./developed markets exposure

# **Overweight**

## Pro-Cyclical/ Policy Beneficiaries

U.S. exposure, high tax rates, pro-cyclical, high beta, strong balance sheets, limited impact from higher interest rates



Below average growth rates, weak balance sheets, currency risk, reliance on imports, low corporate tax rates

#### WHAT STYLES WORK THROUGHOUT AN ECONOMIC CYCLE



Phase 1: Rising & Accelerating; Phase 2: Rising & Decelerating; Phase 3: Falling & Decelerating; Phase 4: Falling & Accelerating

#### **DISCLOSURES**

#### **Sit Mutual Funds**

The Sit Mutual Funds are a family of 14 no-load mutual funds.

Carefully consider the Fund's investment objectives, risks, charges and expenses before investing. The prospectus contains this and other important Fund information and may be obtained by calling Sit Mutual Funds at 1-800-332-5580 or at www.sitfunds.com. Read the prospectus carefully before investing.

Performance figures are historical and do not guarantee future results. Investment returns and principal value will vary, and you may have a gain or loss when you sell shares. Current performance may be lower or higher than the performance data quoted. Contact the Fund for performance data current to the most recent month-end. Returns include changes in share price as well as reinvestment of all dividends and capital gains. Returns do not reflect the deduction of the 2% redemption fee imposed if shares are redeemed or exchanged within 30 calendar days from their date of purchase. If imposed, the fee would reduce the performance quoted. Returns do not reflect the deduction of taxes that a shareholder would pay on Fund distributions or the redemption of Fund shares. Management fees and administrative expenses are included in the Fund's performance. Returns for periods greater than one year are compounded average annual rates of return.

This presentation should not be considered a recommendation of any particular security or strategy, nor should it be considered a solicitation or offering to sell securities or an interest in any fund.