

# Research Capabilities

Evidence-based research



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## **Fundstrat at a glance**

Clients ---- 250

Countries ----- 25

Webinars 178

Network TV appearances 120

Mainstreet Media Mentions
(Last 12 months, per Google)

7,500

Twitter Followers (Lee only) 228,000

Twitter Impressions (Lee only, Last 12 months)

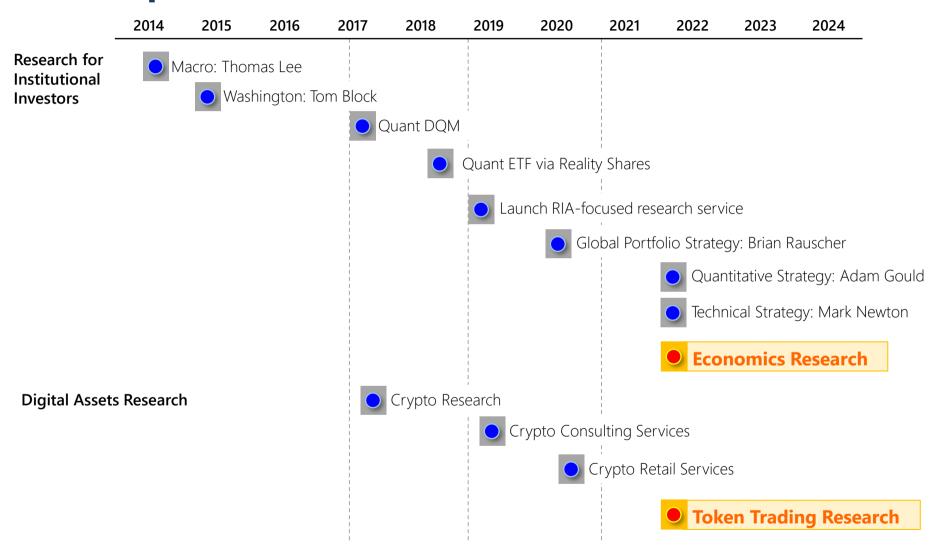
120 million

Employees ----- 29

**fundstrat** 



## **Roadmap of Services**



Source: Fundstrat, Bloomberg





## Fundstrat—a contrarian approach to strategy

- Fundstrat is an independent research firm established in 2014, with clients in over 16 countries and count as current institutional clients the top asset managers, hedge funds and private banks, representing ~70% of globally managed equity assets.
- Our macro strategy team produces primary research along seven product verticals: (i) Portfolio Strategy, (ii) Digital Assets; (iii) Quantitative Strategy: (iv) Global Portfolio and Asset Allocation Strategy, (v) Technical Strategy, (vi) Quantamental, (vii) Washington Policy, and (viii) Market Intelligence.
- Our Quantitative and Crypto Indices (managed by Ken Xuan) are widely followed by Fundstrat clients.
- The research team has over 100 combined years of institutional sell-side research experience and three of the four sector heads were formerly in this role at J.P. Morgan.



#### Thomas J. Lee, CFA Managing Partner In research: 25 years

Prior to founding Fundstrat, Mr. Lee was at J.P. Morgan from 1999 to 2014 and served as Chief Equity Strategist from 2007 to 2014. He was Investor every year since 1998. Previously served as most recently served as Managing Director at Salomon Smith Barney.

#### Brian Rauscher, CFA Strategy & Asset Allocation In research: 25 years

A 25-year industry veteran, Rauscher's work experience analysis.. Ken received a includes Morgan Stanley, Brown Brothers Harriman, top-ranked by Institutional Fortress Investment Group, and Wedge Partners. He Chief Portfolio Strategist at Robert W. Baird & Co.

#### Ken Xuan, CFA, FRM Head of Global Portfolio Head of Data Science In research: 5 years

Data scientist with expertise in applied mathematics and statistical B.S. in Management, Economics from Purdue University and an M.S. in Operations Research from Columbia University.

#### L. Thomas Block Washington Policy In research: 10 years

Head of JPM policy: 21 years

President of Tom Block Consults, a public policy consulting firm. Prior to that, Tom had a 21-year career at J.P. Morgan, serving as Global Head of Government Relations

#### Overall Strategy: Sean Farrell Thomas J. Lee, CFA

JB DeGroft Walter Teng Henry Contreras Tom Couture

Crypto Consulting: Sean Farrell JB DeGroft Walter Tena Tom Couture Henry Contreras

#### Kent Funa Vice President In research: 10 years

Kent's career includes stints in journalism. marketing, and research. Prior to joining Fundstrat, he was a senior operational risk research analyst at Algorithmics, an Empirical Research IBM company. He holds a B.A. in Económics from the University of Chicago.

#### Adam Gould Head of Quantitative Strategy In research: 20 years

Quantitative strategist and researcher with previous experience at S&P Dow Jones, Nomura/Instinet, Morgan Stanley, and Partners. He holds a B.S. and M.S. in Electrical Engineering and Computer a former member of the Science from MIT.

#### Mark L. Newton, CMT Head of Technical Strategy In research: 25 years

Former experience as the managing member/Owner of Newton Advisors LLC, and with Diamondback Capital Management, Morgan Stanley, and CBOE. Mark is a member of the Market Technicians Association and CBOE, CBOT, and PHLX.



## Fundstrat leverages global partnerships





We have partnered with MOGO to distribute our crypto product throughout Canada.



#### SMBC日興証券

We are the "white label" research provider of US research for SMBC Nikko, which has over 2 million brokerage accounts.



## **m** MaiCoin

We have partnered with MaiCoin to translate our crypto product to Chinese and distribute it throughout Taiwan.



We have partnered with Squarepoint Capital to sell our US institutional research to European asset managers.



We have partnered with Eminence Investment to sell our **US** institutional research to asset managers in Saudi Arabia.



Exploring JV with Taiwan investment bank to translate our macro research and crypto product into Chinese to sell to Chinese institutions and retail



Partnering with XP Securities to sell our institutional research in LatAm. And we are finalizing JV to jointly sell crypto/blockchain to retail



We have partnered with MST Financial to distribute the market research by both Fundstrat and FSInsight to clients and subscribers in Australia and New Zealand.





## Clients should "concentrate" relationships

From Byron Wien
Vice Chairman Blackstone

"My performance improved once I began to use fewer research providers and use them more intensely."



## **More clients seeking Portfolio Strategy**

## From Third Point's 3Q16 Quarterly Letter

Author: Daniel Loeb.

Nearly one year into this market cycle, a few truths of hedge fund investing are evident: 1) portfolio positioning matters as much as stock picking skill; 2) factor risk, not beta, has driven hedge fund underperformance in an up market; 3) crowded trades are a symptom of the prevalence of copycat investment frameworks practiced by hundreds of funds formed over the past decade to mimic the success of many of their investing legend mentors and therefore naturally share the same outlooks and biases; and 4) putting money to work in equities and credit today requires a thoughtful perspective on global events. Macro analysis is no longer just for macro traders.

Be "nonconsensus"



General Principles

An integrated research process with a proven track record...

1.	Credit <u>lead</u> equities	Stocks "junior" piece of capital structure
2.	Regimes supersede business cycles	Regimes drive multi-year, multi-decade cycles which need to be overlaid to biz cycle dynamics
3.	Investors too reliant on "last cycle" factors	Today's Portfolio Manager has a median tenure of 7 years—meaning he has only seer one cycle.
4.	Consensus lags (not leads)	Consensus tools and indicators are already discounted by markets and computers.
5.	"Signal" from Noise	We look for 1, 2, 3-sigma signals to identify quantifiable investment opportunities.

## What most sell-side gets wrong

An integrated research process with a proven track record...

#### **Street Research**

## fundstrat Differentiation

"Short term"-ism

Regime and cycle analysis.

**REACTIVE** not predictive

Fundamental based indicators with *quantifiable* reliability

Too many <u>OPINIONS</u> (not conclusions)

"Signal" from noise.

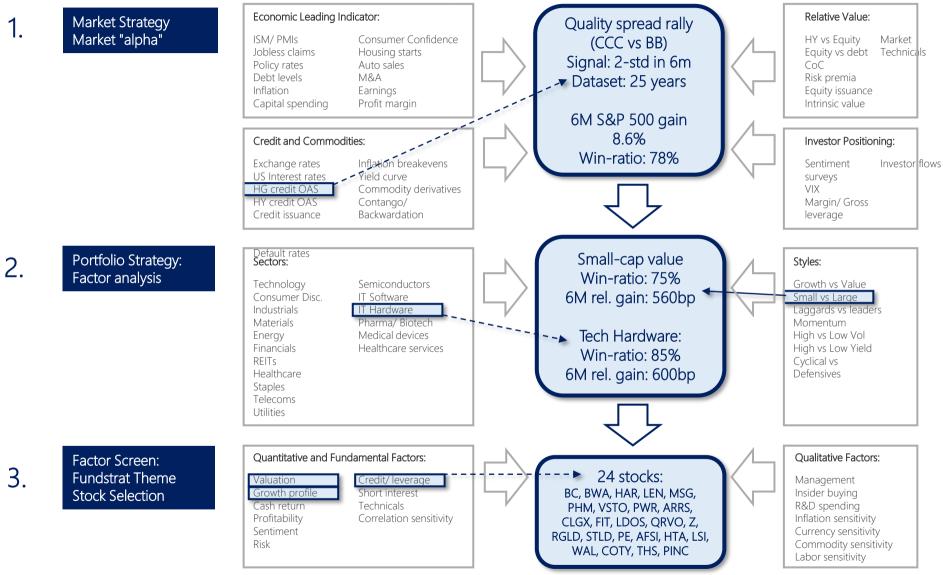
Systematic models drive conclusions with <u>a high-probability of success</u>.

Consensus indicators

Proprietary databases identifying important leading and lagging indicators.

## The process of a strategy call... From "US Flash" dated August 26, 2016





## 2022 "granny shots"



Stocks recommended at least in 2 of our 2022 strategies

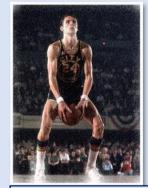
#### Tactical (6M-12M)

	# stocks	
Style tilt	35	
Seasonality	18	M
PMI Recovery	26	

#### Thematic (3Y-5Y)

•	,	
	# stocks	
Millennials	31	
Automation/ Al	49	
Asset intensity	31	

## **Granny Shots**



Rick Barry career free throw percentage was eye-popping 90%, incredible considering Shaquille O'Neal's only 52%.

His secret? The unorthodox style of underhanded throws, which is considered "not macho" enough for most players.

ups"	Tickers
4	AAPL
3	BF/B, CF, CSCO
	DVN, GOOGL, MSFT

**ORLY** 

# overlane

2

ALL, AMD, AMGN AMT, AMZN, AVGO

AXP, AZO, CCI

CVX, EOG, EXR

FCX, GPC, GRMN

HUM, KLAC, LIN

META, MNST, NVDA

PG, PM, PSX

PYPL, QCOM, TSLA

**UNH, XOM** 





## Fundstrat ETF Driven Strategy by Brian Rauscher

- This strategy seeks to increase alpha and lower risk by investing in those sectors of the S&P 500 that should Outperform, while cutting exposure to the sectors that should Underperform. This balancing should help deliver more profits in a bull market and reduce losses in a bear market.
- This strategy is based on 1) Sector Macro/8-panel analysis; 2) Intra-Sector Macro/8-panel analysis; 3) Deep dive into the largest individual stocks within the Sector using our proprietary single stock ERM model (Earnings Revision Model).

#### **January ETF Sector Allocation**

Outperform	Neutral	Underperform
Consumer Discretionary	Financials	Health Care
ETF: XLY [11.1%]	<b>ETF:</b> XLF [13.5%]	ETF: XLV [13.8%]
FSI Weight: 18.8%	FSI Weight: 13.4%	FSI Weight: 0%
Materials		Energy
ETF: XLB [2.3%]		ETF: XLE [2.3%]
FSI Weight: 4.0%		FSI Weight: 0%
Industrials		Utilities
ETF: XLI [9.1%]		ETF: XLU [2.9%]
FSI Weight: 15.6%		FSI Weight: 0%
Information Technology		Consumer Staples
ETF: XLK [24.2%]		ETF: XLP [7.3%]
FSI Weight: 33.1%		FSI Weight: 0%
Communication Services		Real Estate
ETF: XLC [11.0%]		ETF: XLRE [2.5%]
FSI Weight: 15.1%		FSI Weight: 0%





## Fundstrat Blockchain Research Capabilities

- Fundstrat is widely recognized as the only institutional research firm providing comprehensive market analysis and price analytics for crypto-currencies and blockchain technology.
- We have already established leadership in this space—in just the past year (since launching crypto-currency research), we count >10% of all crypto-funds, representing ~33% of crypto AUM as our paying clients. We are effectively the only paid research subscription service in crypto with widespread adoption.
- Thomas J Lee, head of overall strategy for crypto-currencies, is widely followed by both institutional investors, individual investors and the media. Our work is often widely quoted and cited in social media, traditional media channels and on television/cable networks.

#### Our crypto-currency research products include the following:

- A proprietary valuation framework for the valuation of Bitcoin and major crypto-currencies.
- Fundstrat launched 5 crypto-currency indices last year. New products include:
  - ✓ Volatility-adjusted crypto-indices (beyond cap-weighting)
  - ✓ Launch of qualitative indices including: privacy tokens; general platform tokens; exchange tokens and digital currencies.
- A proprietary Bitcoin Misery Index to measure the Bitcoin holder's satisfaction with investing.
- Crypto-currency and Bitcoin mining and security model;
- Additionally, we provide bespoke quantitative research analytics for our crypto-currency clients, including portfolio optimization and risk-weighting.

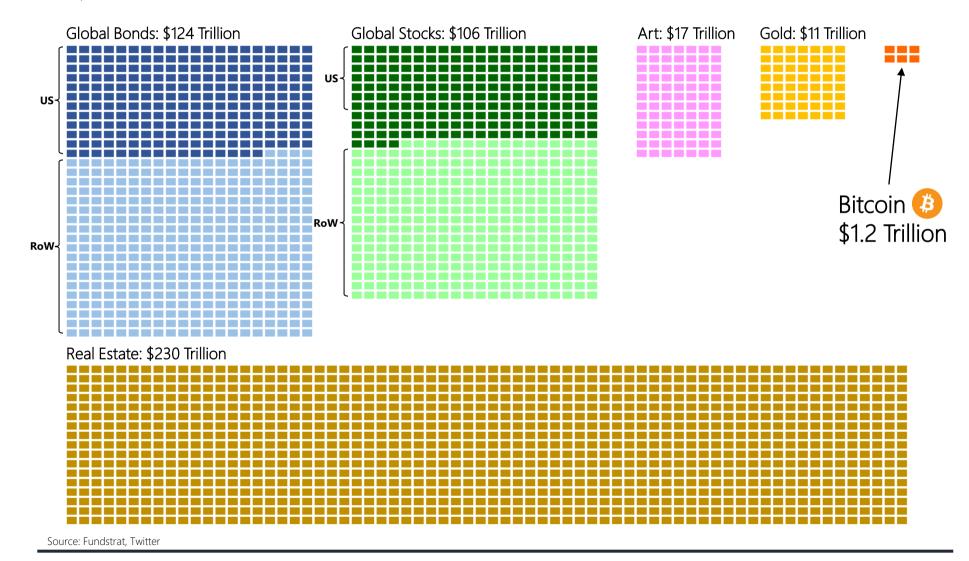


#### Bitcoin earliest stages - 0.1% size of overall addressable investment

• Bitcoin's network valuation is \$1.2 trillion which ranks it as tiny versus other liquid market.

Figure: Size of various markets

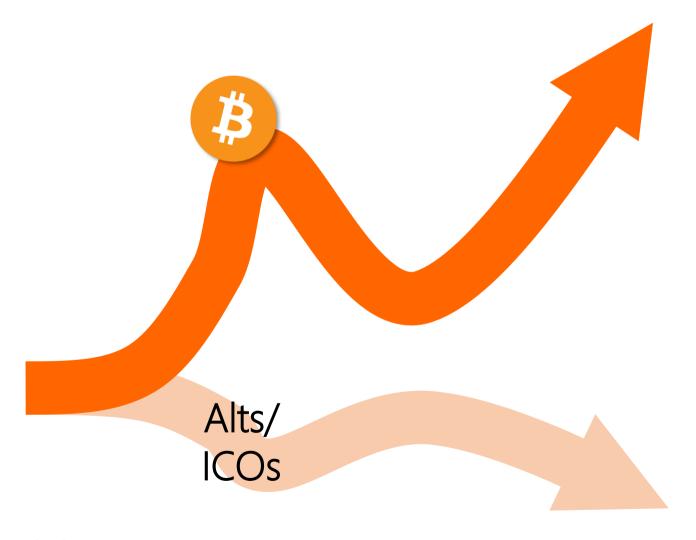
Each square = \$200 billion







## **Eco-system revolving around Bitcoin...**



#### Value capture

Trading and research Custody On-ramps Insurance Investor education

#### Businesses:

Payment processing UX/ UI businesses

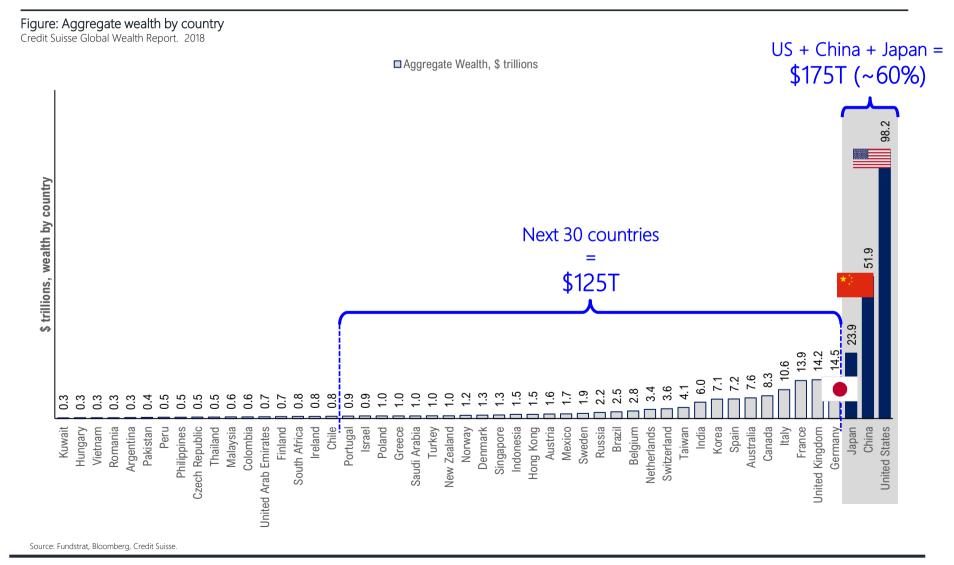
#### Alts/ ICOs

Investment banks
Influencers
Early stage investors





## <u>US + China + Japan = 60% Global Wealth</u>







## **US most important economy for digital assets**

Dank Caustin

#### Figure: Garrick Hileman's Bitcoin Market Potential Index (BMPI)

Sorted by High (greatest potential to Low (least potential)

									Rank	Country
Rar	ık Country	Rank	Country	Rank	Country	Rank	Country		1	Argentina
1	Argentina	51	Morocco	101	Guatemala	151	Spain		2	Venezuela
2	Venezuela Zimbabwe	52 53	Thailand Tajikistan	102 103	Germany Honduras	152 153	Indonesia Maldives		2	venezueia
4	Malawi	54	Philippines	103	Pakistan	154	Chile		3	Zimbabwe
5	United States	55	Namibia	105	Fiji	155	Qatar		_	
6	Belarus	56	Burundi	106	Samoa	156	Mongolia	******	4	Malawi
7 8	Nigeria Congo, Dem. Rep	. 57 . 58	Dominica Mali	107 108	Armenia Dominican Republic	157 158	Czech Republic Kenya		5	United States
9	Iceland	. 59	Sao Tome and Princip		United Kingdom	159	New Zealand		_	
10	Iran	60	Comoros	110	Norway	160	Austria		6	Belarus
11	Russia	61	Madagascar	111	Slovenia	161	United Arab Emirates		7	Nigeria
12	Guinea-Bissau	62 63	Croatia Aruba	112	Trinidad and Tobago	162	Papua New Guinea		1	•
13 14	Sudan Angola	64	St. Kitts and Nevis	113 114	Iraq Albania	163 164	Djibouti Japan		8	Congo, Dem. Rep
15	Syria	65	Panama	115	Cyprus	165	Liberia		9	Iceland
16	Uruguay	66	Mexico	116	Tonga	166	Brunei Darussalam			ICEIRIIU
17	Brazil	67	Haiti	117	Ecuador	167	Afghanistan		10	Iran
18 19	Serbia Mozambique	68 69	Macedonia Azerbaijan	118 119	Kyrgyz Republic St. Lucia	168 169	Rwanda Ireland		11	Dunnin
20	Ukraine	70	Costa Rica	120	Malaysia	170	Bahrain		11	Russia
21	Benin	71	Seychelles	121	Finland	171	Timor-Leste		12	Guinea-Bissau
22	India	72	Bangladesh	122	Curacao	172	Kuwait			
23	Moldova	73 74	Estonia Belize	123 124	Portugal Antigua and Barbuda	173	Saudi Arabia		13	Sudan
24 25	Tanzania Congo, Rep.	75	Uzbekistan	124	Bahamas	174 175	Slovakia Yemen, Rep.		14	Angola
26	Tunisia	76	Lebanon	126	Cambodia	176	Oman			•
27	China	77	Romania	127	Montenegro	177	Vanuatu		15	Syria
28	Equatorial Guinea		Zambia Mauritania	128	Malta	178	Jordan		16	Uruguay
29 30	Nicaragua Gabon	80	Netherlands	129 130	Guyana Italy					• •
31	Bolivia	81	Lithuania	131	El Salvador				17	Brazil
32	Bulgaria	82	Sweden	132	Laos				18	Serbia
33	Ghana	83 84	Israel Colombia	133	Denmark				10	
34 35	Barbados Turkey	85	Libya	134 135	Canada •Paraguay				19	Mozambique
36	Cote d'Ivoire	86	Korea	136	Mauritius			1	20	•
37	Sri Lanka	87	St. Vincent and the	137	Hungary -					Ukraine
38	Chad	88	Hong Kong Solomon Islands	138	Bosnia and Herzegovii				21	Benin
39 40	Swaziland Suriname	89 90	Togo	139 140	San Marino Gambia, The	<b>.</b>				-
41	Burkina Faso	91	Grenada	141	Australia	``	<b>.</b> .		22	India
42	Senegal	92	Botswana	142	Latvia				23	Moldova
43	Jamaica	93	Kazakhstan	143	Belgium					
44	Poland South Africa	94 95	Sierra Leone	144	Vietnam				24	Tanzania
45 46	South Africa Lesotho	95 96	Egypt Myanmar	145 146	Singapore Luxembourg				25	Congo, Rep.
47	Algeria	97	Bhutan	147	Greece		**.			• •
48	Nepal	98	Cameroon	148	Switzerland				26	Tunisia
49	Niger	99 100	Ethiopia Georgia	149	France			*2	27	China
50	Peru		(link: https://fc15.it	150 fc2 2i	Uganda	·/bita	oin (paper 14 pdf)		<b>4</b> 1	Oillia



## **Research Publications**

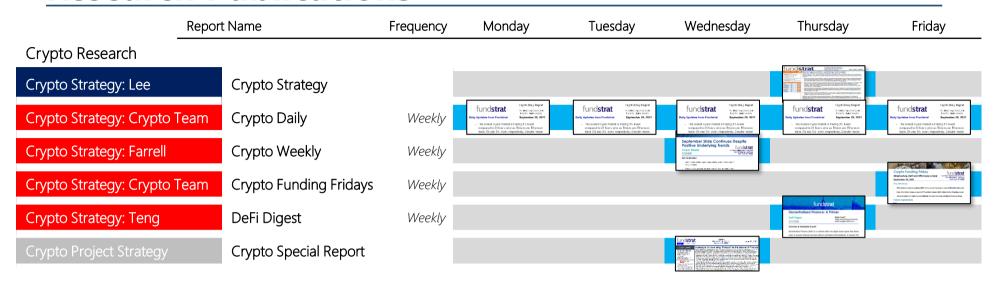


_	Report Name	Frequency	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
Macro Research								four electrons
Portfolio Strategy: Lee	Weekly Strategy	Weekly						The second secon
COVID Daily Update: Lee	FLASH: COVID update	3 Days	FUNCISTRAL  TO STATE A SAME OF THE A SAME OF		Fundstrat  FLASH  GNO 1914-ET. (Ord.) In sect most to selling our lief and handle described and handle described and handle described. (Ord.) In sect most to selling our lief and handle described an		Fundstrat  Figure 1 and	
Global Portfolio Strategy: Rauscher	Estimate Revision Model Monthly Update	Monthly						Curscherat Global Portfolio Girangy samana Revision Model  and Company samana Revision Model  and Company samana Revision Model sama
Global Portfolio Strategy: Rauscher	Wall Street Whispers	Weekly						Coloral Proficio Strategy fundstrat  Closal Proficio Strategy fundstrat  Management and the strategy fundstrate  Management and the strategy funds and the strategy  Management and the strategy funds and the strategy funds and the strategy  Management and the strategy funds a
Quantitative Strategy: Gould	Quant Strategy	Bi-Weekly			Fundational Investigation of the Company of the Com			
Technical Strategy: Newton	Technical Strategy	Daily		Convey Shart Sections also Request designations between the control of the contro	Gunner Sten T Statistical Statistical Statistical Statistics Stati	Granery Unit Technicians - Secret additions - Secret additional - Secret a	Guarder Valle Fembrates - Recent modellines Senter Valle Fembrates - Recent modellines Senter Valle - Valle  1 Control Control Control  2 Control Control  2 Control Control  2 Control Control  3 Control Control  4 Control  5 Control  5 Control  6 Contro	Guarde Street General Street Restriction - Research additions National Street Street Street Street Street National Street Street Street Street Street Street National Street Stre
Market Intelligence: Fung	Weekend Alpha	Weekly						VORME WEEKIND CLIPHA TO AND THE STATE OF THE
Market Intelligence: Fung	Signal from Noise	Weekly					Conclusion and the conclusion an	
Quantamental: Xuan	Fundstrat Quant Model	Monthly Rebalance		fundstrat	9		Fundamental Extension of the Control	
Washington: Block	Tom Block's Takeaways	Weekly		Security of the control of the dependence of the control of t				
Daily	Daily Markets Update & Earnings Report	Daily		Pundstrat	Products Day Prince Pri	Pundorat Planet Update Planet Update Planet Update Planet Update Planet	Fundation Strat	Products Lipidate Control of the Con



## **Research Publications**









## **Research Services**

			Institutional			
		Read-only	Low-touch Client	Full-service	Partnership	
<b>Macro F</b>	Research					
Read-only	Fundstrat publications	•	•	•	•	
	Conference calls / Webinar	•	•	•	•	
Interaction	Periodic Phone calls/ emails		•	•	•	
	One-on-one meetings			•	•	
	Idea dinners			•	•	
Custom work	Bespoke projects			•	•	
Model sharing	Custom indices/ DQM analysis				•	
	Sharing research models				•	
Crypto	Research					
Read-only	Fundstrat publications	•	•	•	•	
	Conference calls / Webinar	•	•	•	•	
Interaction	Periodic Phone calls/ emails		•	•	•	
	One-on-one meetings			•	•	
	Idea dinners			•	•	
Custom work	Bespoke projects			•	•	
Model Sharing	Create custom sector indices				•	
	Sharing research models				•	





## **Management**



Thomas J. Lee, CFA Co-Founder, Head of Research In research: 26 years

Prior to founding Fundstrat, Mr. Lee was at J.P. Morgan from 1999 to 2014 and served as Chief Equity Strategist from 2007 to 2014. He was top-ranked by Institutional Investor every year since 1998. Previously served as Managing Director at Salomon Smith Barney. Mr. Lee graduated from the undergraduate program at the Wharton School, University of Pennsylvania.



John Bai Co-Founder, Head of Sales In sales: 25 years

Fundstrat sales is led by John Bai, who has 25 years of experience in finance. Former head of Asia and US equity sales at Mizuho Securities. Former head of hedge funds sales at CLSA (Calyon Securities). Former head of Asia equity sales at ING Barings.

Extensive knowledge of all major hedge funds in USA and Asia. Was ranked top Asia equity sales in 2004. Biggest producer of commissions at CLSA and Mizuho Securities since 2003. BA in electrical engineering Columbia University. MBA in finance and accounting University of Chicago.



Adam Klein, CPA Partner, Chief Financial Officer In financial services: 15 years

Most recently, Adam spent 3 years as the Senior Controller at Jafra Capital Management LP, a long/short macro hedge fund. Adam joined Jafra pre-launch where he headed up their financial reporting and trading operations. Prior to Jafra, Adam spent nine years with Omega Advisors, Inc., as an assistant controller for several flagship Omega funds. Adam began his career in 2004 at Ernst & Young LLP in the asset management office and earned his BA from the University of Oregon and his MBA from Baruch College's Zicklin School of Business.





### **Research Team**



L. Thomas Block Washington and Policy Strategist

Tom had a 21-year career at J.P. Morgan, as Global Head of Government Relations. Prior to that, he served as Legislative Assistant and Chief of Staff in the House, and Legislative Staff Director in the Senate.



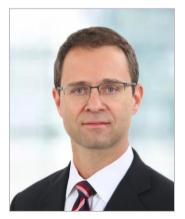
Sean Farrell Head of Digital Asset Research In research: 6 years

Sean Farrell is a Vice President of Digital Asset Strategy at Fundstrat Global Advisors. Prior to joining Fundstrat, Sean was a manager in the Transaction Opinions group at Alvarez & Marsal, and previously worked as an associate with Anvil Advisors.



Adam Gould, CFA Head of Quantitative Research In research: 20 years

Quantitative strategist and researcher with previous experience at S&P Dow Jones, Nomura/Instinet, Morgan Stanley, and Empirical Research Partners. He holds a B.S. and M.S. in Electrical Engineering and Computer Science from MIT.



Mark L. Newton, CMT Head of Technical Strategy In research: 25 years

Former experience as the managing member/Owner of Newton Advisors LLC, and with Diamondback Capital Management, Morgan Stanley, and CBOE. Mark is a member of the Market Technicians Association and a former member of the CBOE, CBOT, and PHLX.



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Rauscher's work experience includes Morgan Stanley, Brown Brothers Harriman, Fortress Investment Group, and Wedge Partners. He most recently served as Chief Portfolio Strategist at Robert W. Baird & Co..



#### Ken Xuan, CFA, FRM Partner, Head of Data Science Research In research: 7 years

Data scientist with expertise in applied mathematics and statistical analysis. Ken was an operations strategy consultant at West Monroe Partners. Ken received a B.S. in Economics from Purdue University and an M.S. in Operations Research from Columbia University.





### **Research Team**



Jonathan Lesser Vice President In research: 25 years

More than 25 years experience in investment strategy and research, most recently with RW Baird & Co., where he was responsible for developing and maintaining the Global Portfolio Strategy data platform. Prior to Baird, Jonathan worked at Fortress Investment Group as well as at Brown Brothers Harriman



Walter Teng, CFA Research Associate In research: 4 years

Walter has previously held roles at Amazon and other PropTech startups. He holds a BA in Economics from University of Michigan, MSc in Financial Analysis from London Business School, and has passed 3 levels of the CFA Examinations.



#### Tom Couture Research Associate In research: 1 year

Prior to working at Fundstrat, Tom worked at KPMG as a management consultant in their Financial Services Solutions group. Tom holds a B.A. in Finance and Business analytics from Villanova University.



Alexa Sinsheimer Research Associate In research: 1 year

Alexa most recently worked at a sustainable e-commerce start-up, where she managed strategy and operations. She holds a B.A. in Political Science from the University of Pennsylvania.



John Bush Research Associate In research: 2 years

Previously an intern at Chimera Investment Corporation, a mortgage REIT. He holds a B.S. in Operations Research and Information Engineering from Cornell University.



Matthew Gutierrez Research Associate In research: 1 year

Previously, he wrote for The Athletic. A native of Princeton, N.J., he has written for The Wall Street Journal, The New York Times, and The Washington Post. Matthew graduated with a degree in finance and journalism from Syracuse University.



JB DeGroft Research Associate In research: 1 year

JB most recently worked at Citi as a credit analyst covering Industrial and Professional Service companies. Prior to this he worked at a cybersecurity start-up and in Wealth Management at Merrill Lynch. JB holds a B.S. in Finance from The Ohio State University.



Matt Cerminaro Research Associate In research: 1 year

Prior to joining Fundstrat, Matt interned at Fitch Ratings and was a frequent contributor on Seeking Alpha under the pseudonym "The Black Sheep". Matt graduated from Union College with a B.A. in Economics, minor in Classics, and was a member of the Dutchman football team.



Henry Contreras Research Associate In research: 1 year

Henry is an Associate of Digital Asset Strategy at Fundstrat. Prior to joining Fundstrat, Henry worked at BlackRock as a Corporate Finance rotational analyst. Henry holds a B.B.A in Finance from The College of William and Mary.





#### **Research Team**



#### Carrie Presley Vice President and Head of Video Production

Carrie has over 10 years of corporate accounting experience and is a nationally recognized educator for her innovations in technology. Most recently, Carrie founded a blockchain software engineering and education company, developing programs for decentralized applications. Carrie received her BBA from the University of Oklahoma in Accounting.



#### Lazlo Vekony Senior Web Development and UX/UI Consultant

Lazlo Vekony is a senior full-stack web developer at Fundstrat. He has received a Master of Arts degree in Law. With close to a decade of web development experience he develops and maintains the Fundstrat website.



#### Diego Czul Web Developer In research: 6 years

Mr. Czul's experience in technology covers Bioinformatics, Aerospace Engineering, and Algorithmic Trading in financial markets. He has developed extensive information systems involving real-time data in fixed income, forex, commodity and cryptocurrencies powered by Al and NLP. Cryptocurrency enthusiast since 2014, his expertise covers Al, technology, data-mining, blockchain, cryptocurrency and macroeconomic trading.



Kent Fung Vice President In research: 10 years

Kent's career includes stints in journalism, marketing, and research. Prior to joining Fundstrat, he was a senior operational risk research analyst at Algorithmics, an IBM company. He holds a B.A. in Economics from the University of Chicago.



### **Sales Team**



Bill Vasilakos Partner, Managing Director *In sales: 20 years* 

Bill has over 20 years of experience in both research and sales beginning his career at Merrill Lynch in the Market Analysis Group and has worked at RBC Capital Markets as an Institutional Equities Salesperson. He recently was with Empirical Research Partners as a Senior Institutional Equity Salesperson.



Jay Kreske Managing Director In sales: 25 years

Jay has over 25 years of experience serving institutional clients at major firms including JP Morgan, Deutsche Bank and Mizuho Securities. Jay graduated with degrees in Finance and Marketing from the University of Wisconsin – Milwaukee and holds an MBA from The Booth School of Business at the University of Chicago



Mike Longthorne Managing Director In sales: 30 years

Career experience in institutional equity sales based in New York with major US, European, and Asian investment banks.

Masters degree in International Economics from the London School of Economics.



William Yang Vice President In sales: 8 Years

William Yang is a Vice President and Institutional Equity Salesperson at Fundstrat Global Advisors. William has over 8 years of experience in the Capital Markets serving clients as a Financial Advisor at major Wall Street firms including JP Morgan. William graduated from Baruch College with a degree in Finance.





## How to find us

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Twitter <u>@fundstrat</u>

Facebook <u>facebook.com/fundstratglobal</u>

Linkedin <u>linkedin.com/company/fundstrat-global-advisors</u>

global-advisors



## **Disclosures**

This research is for the clients of Fundstrat Global Advisors only. For important disclosures and rating histories regarding sectors or companies that are the subject of this report, please contact your sales representative or Fundstrat Global Advisors at 150 East 52nd Street, New York, NY, 10022 USA.

#### Analyst Certification (Reg AC)

Thomas J. Lee, the research analyst denoted by an "AC" on the cover of this report, hereby certifies that all of the views expressed in this report accurately reflect his personal views, which have not been influenced by considerations of the firm's business or client relationships.

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