Marketing Deck

P/E should likely be expanding in 2026

Contributors

Thomas J. Lee, CFA AC

Macro Strategy

Head of Research

inquiry@fsinsight.com

twitter: @Fundstrat

Ken Xuan, CFA, FRM

Quantamental Strategy

Head of Data Science Research

twitter: @tirelessken

For Reg AC certification and other important disclosures see Slide 78.

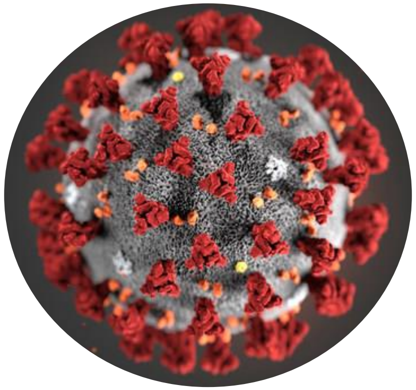
STRATEGY

NEW BULL VS LATE CYCLE: 6 reasons in favor of "new bull"

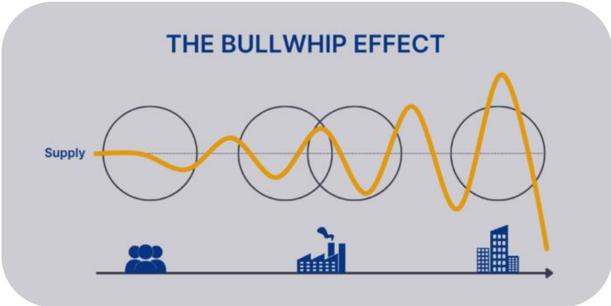
- **US cos survived 6th major "stress test" yet P/E lower**
- **Investment outlook better now than in Feb 2025**
- **Still most hated rally**
- **Better visibility Tariffs, tax and de-regulation visibility**
- **Earnings solid**
- **Fed more dovish in 2026**

PE EXPANSION: Companies survive "stress test"

2020:
COVID shutdown



2021:
Bullwhip Supply Chain



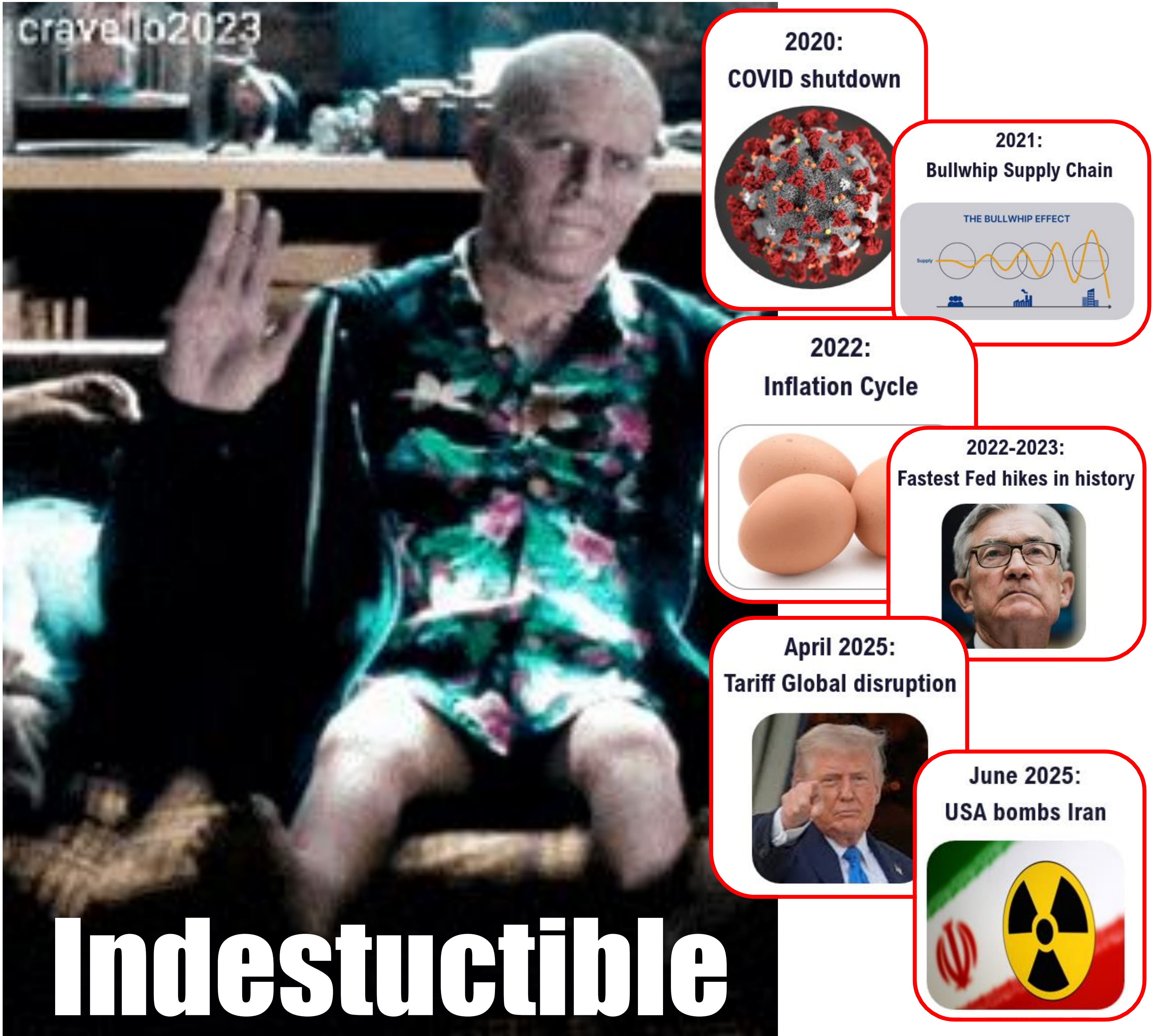
2022:
Inflation Cycle

2022-2023:
Fastest Fed hikes in history

April 2025:
Tariff Global disruption

June 2025:
USA bombs Iran

Macro Research

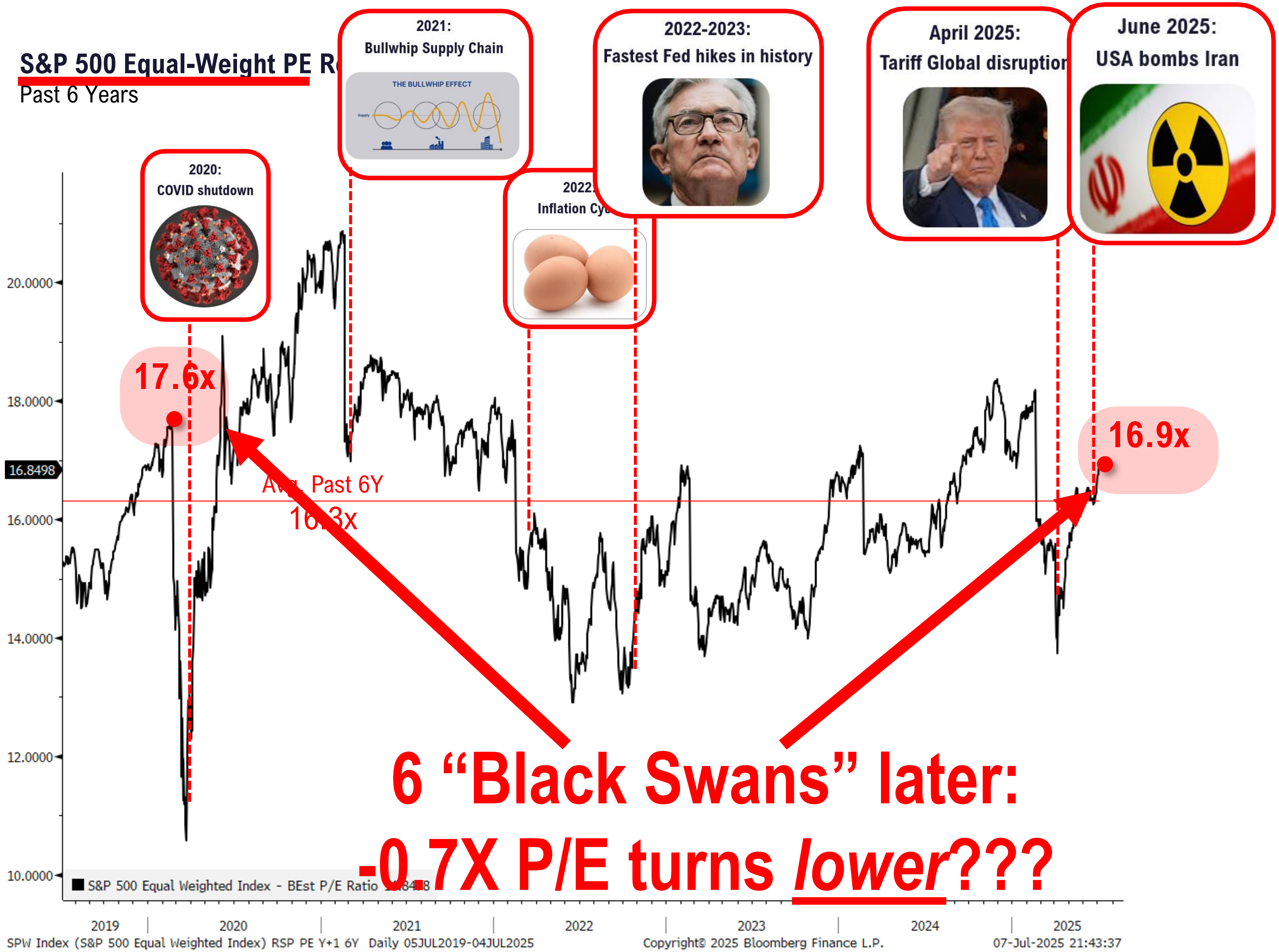


S&P 500 Equal-Weight PE Rolling Year +1

Past 6 Years

Source: Fundstrat, Bloomberg

Macro Research



Source: Fundstrat, Bloomberg

S&P 500: "Black Swan" to start the year

STRATEGY

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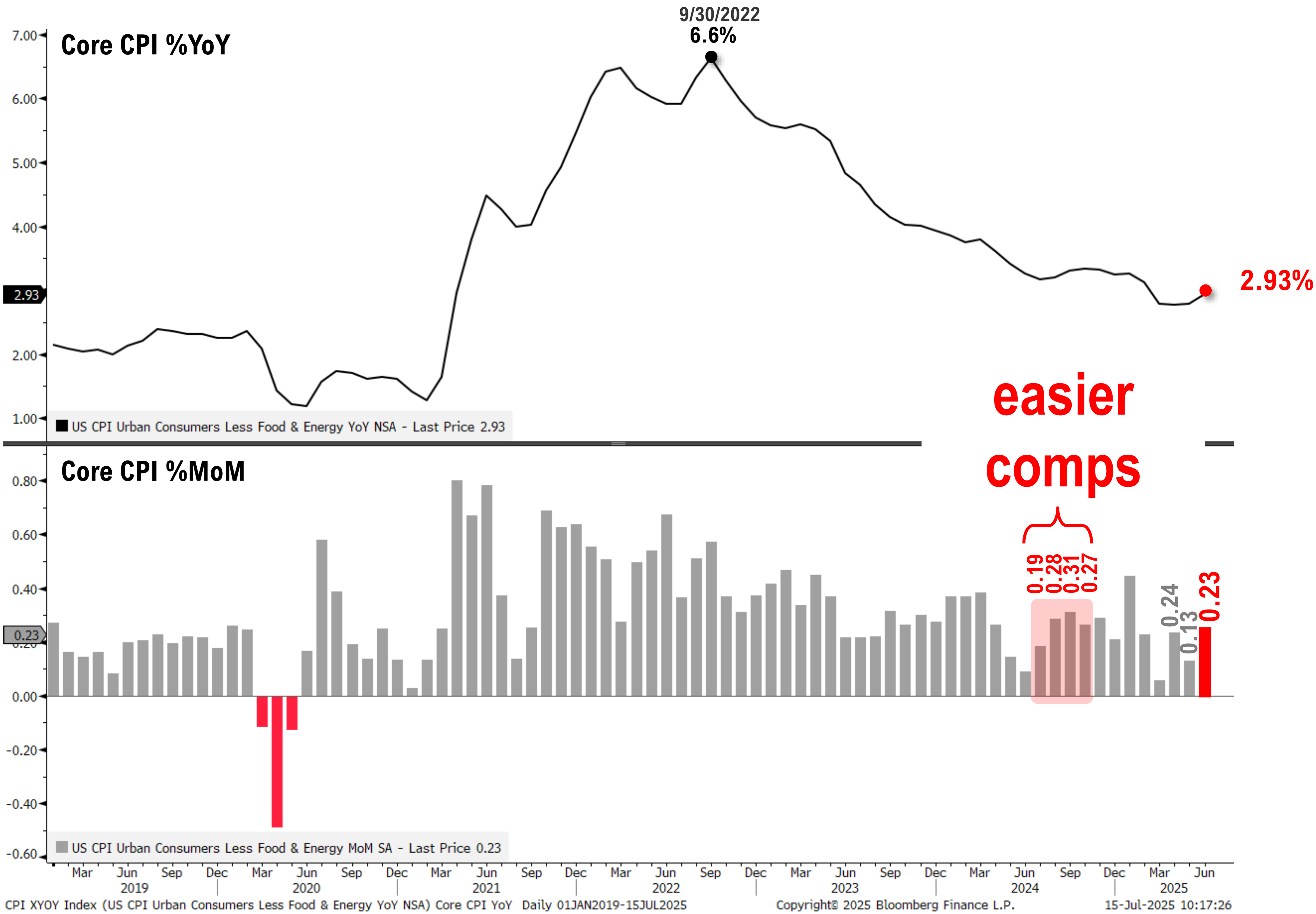
Core CPI %YoY and %MoM

Since 2019



Source: Fundstrat, Bloomberg, BLS

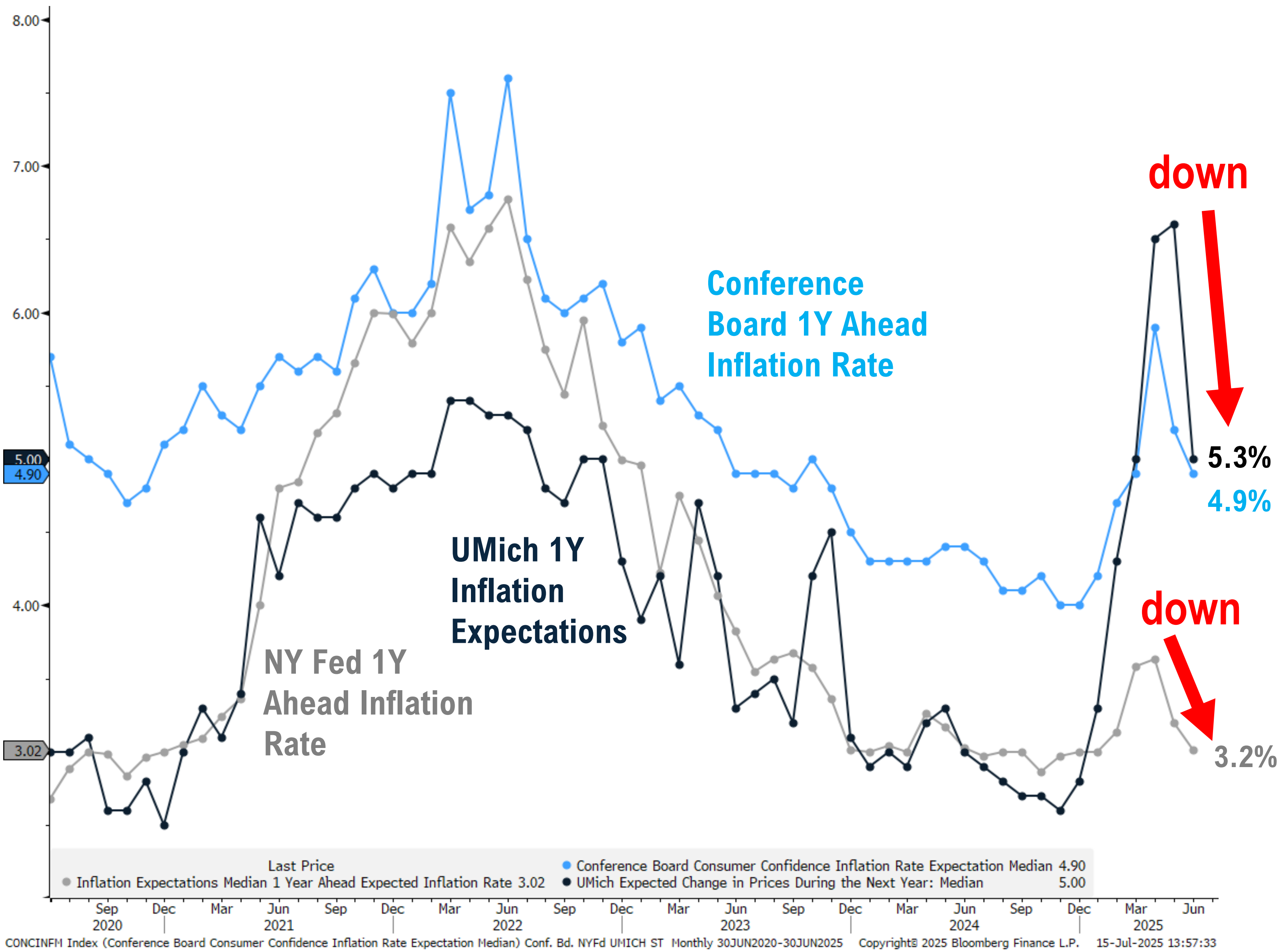
Macro Research

Truflation US Inflation Index
Past 12 Months

Source: Fundstrat, Bloomberg, Truflation

UMich 1Y Inflation Expectations vs. Conference Board & NY Fed Median 1Y Ahead Inflation Rates

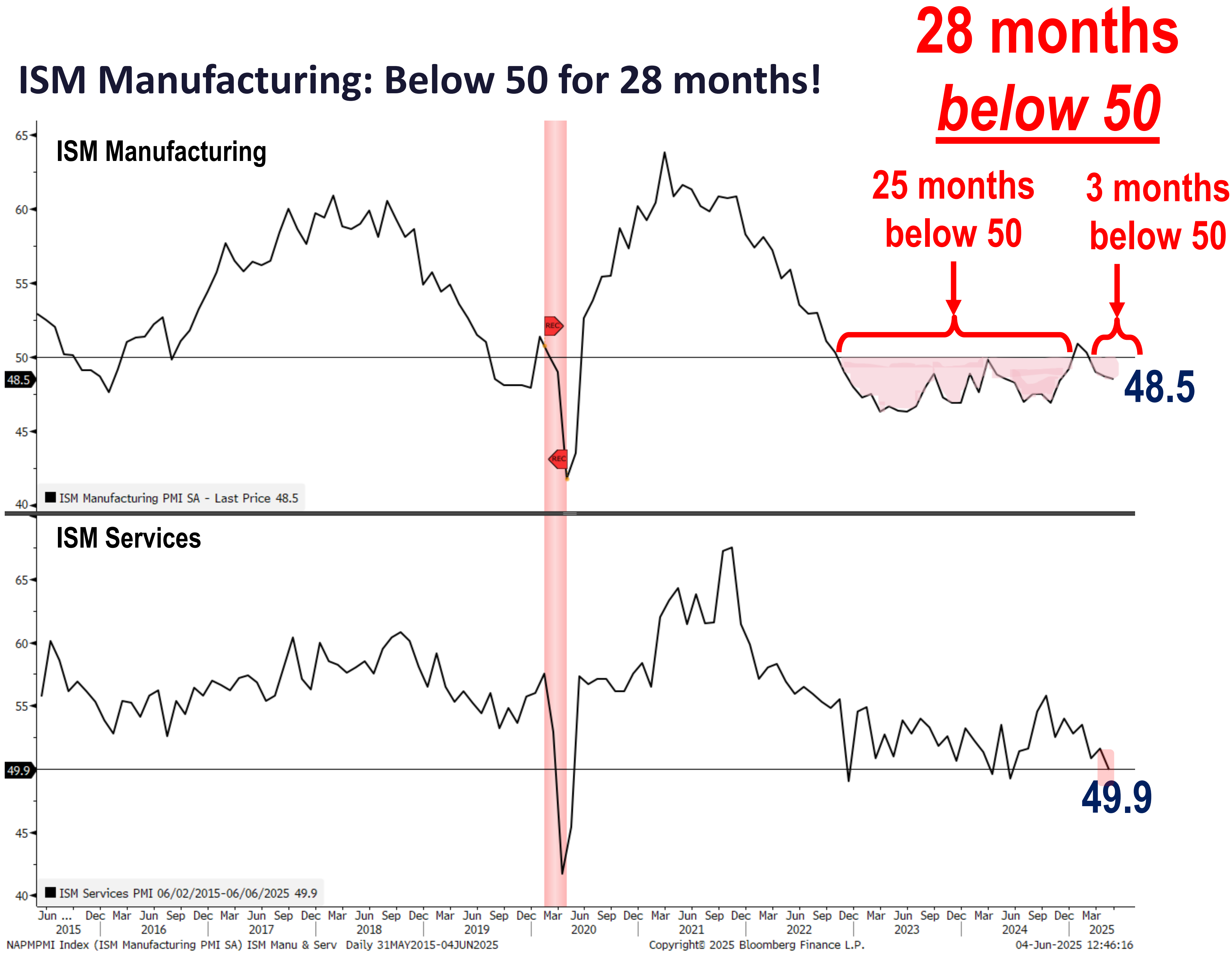
Past 5 Years



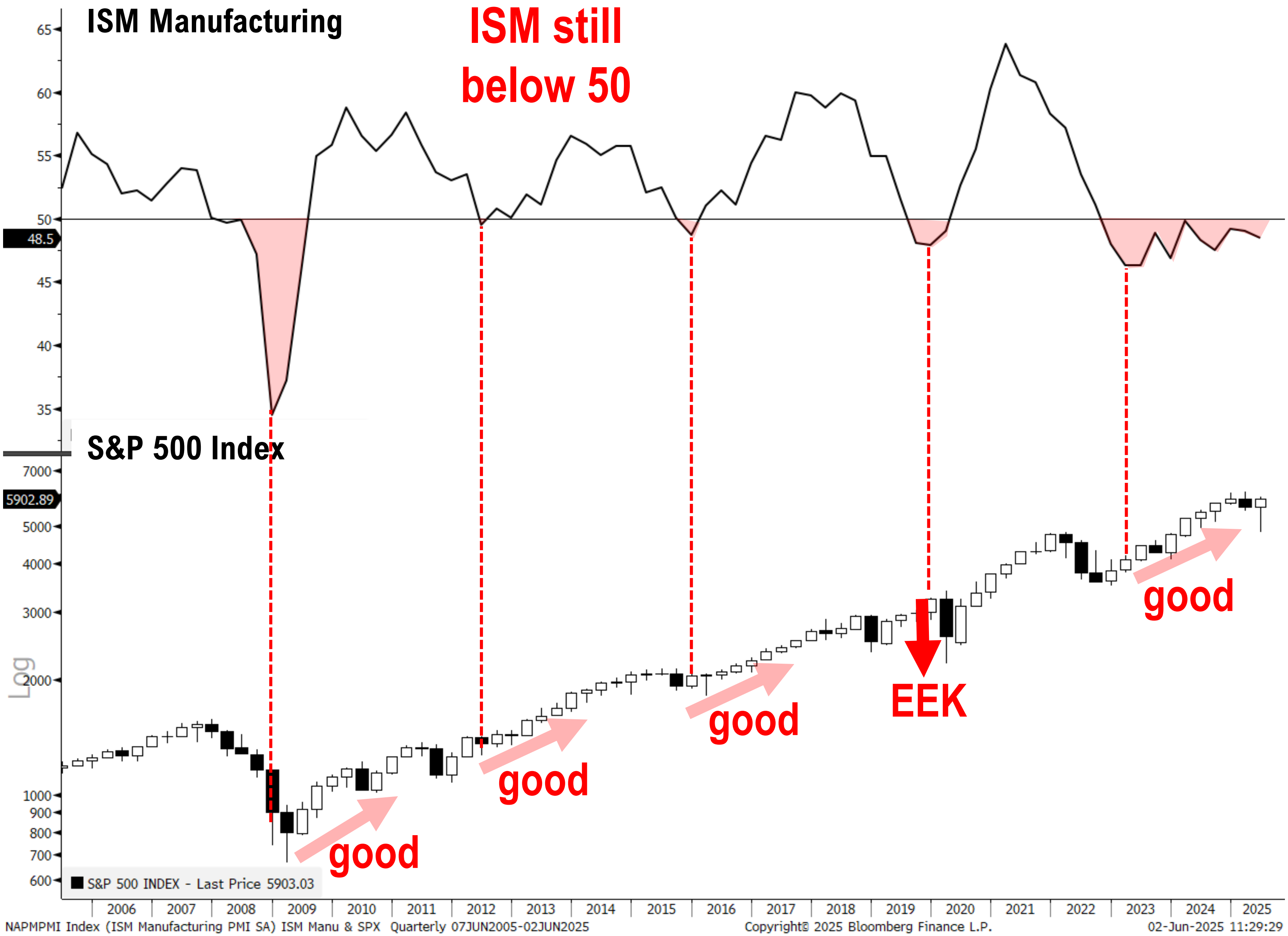
Source: Fundstrat, Bloomberg

Macro Research

ISM Manufacturing: Below 50 for 28 months!

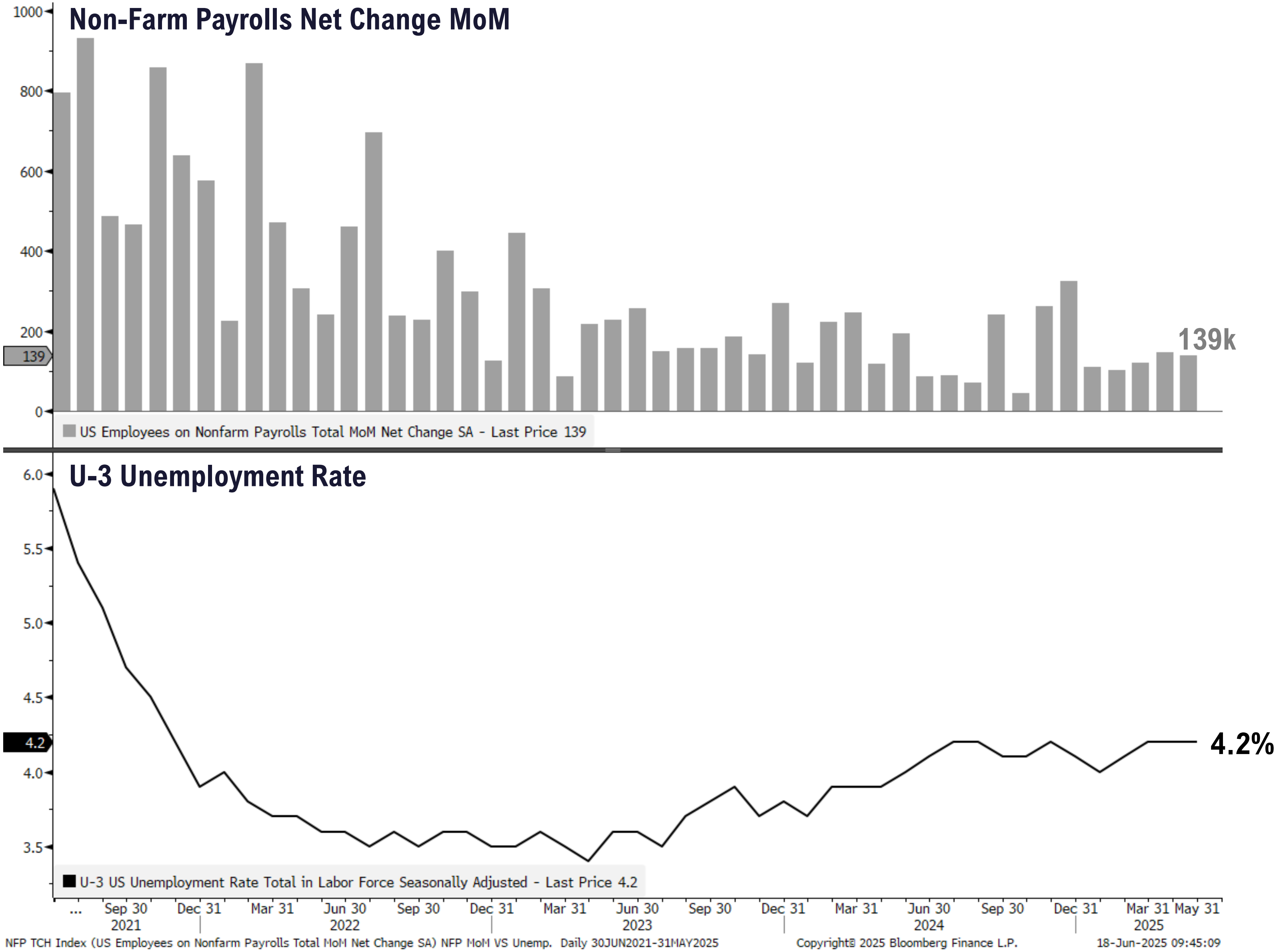


ISM: Still below 50...



Non-Farm Payrolls vs. Unemployment Rate

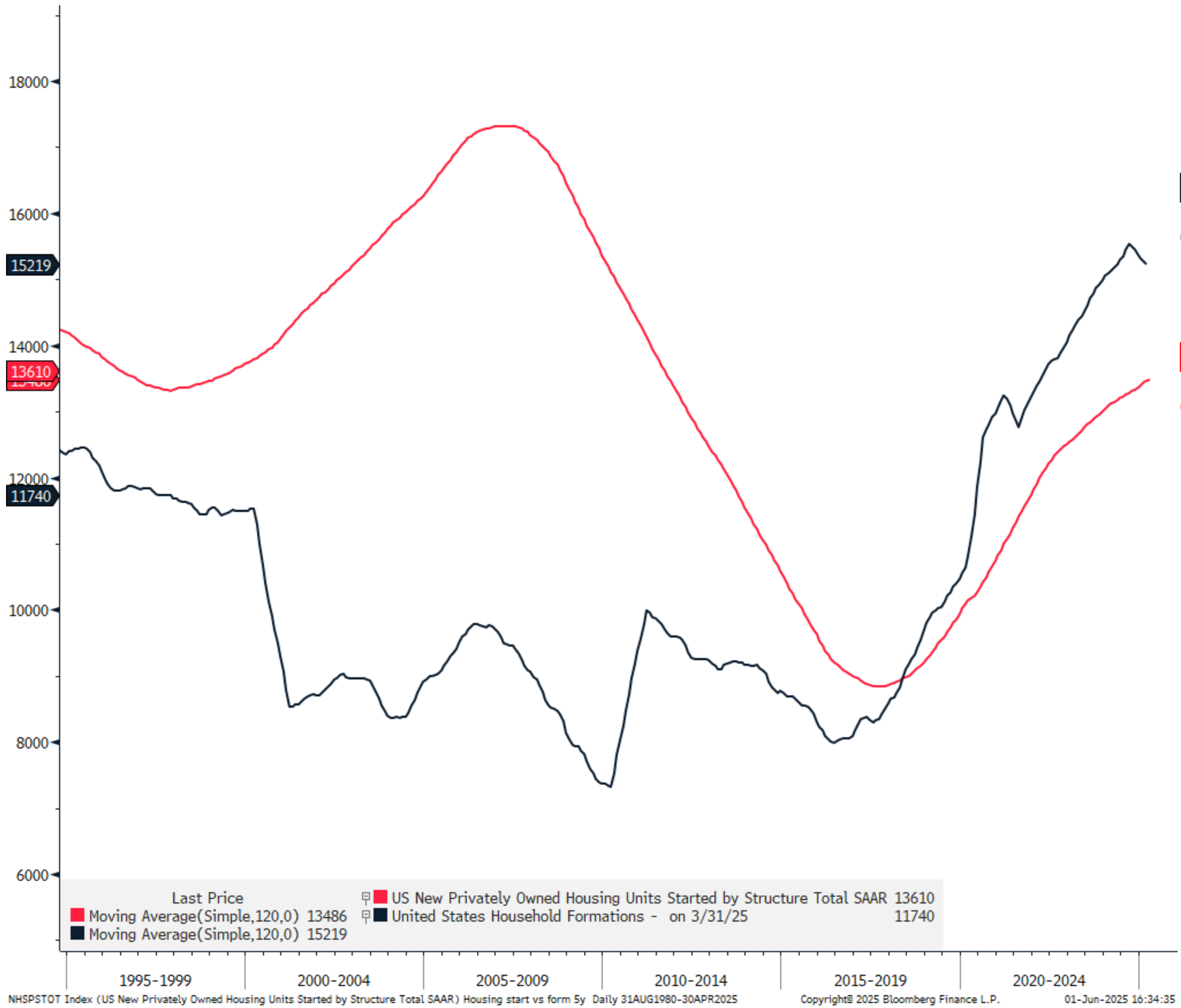
Past 4 Years



Source: Fundstrat, Bloomberg, BLS

Macro Research

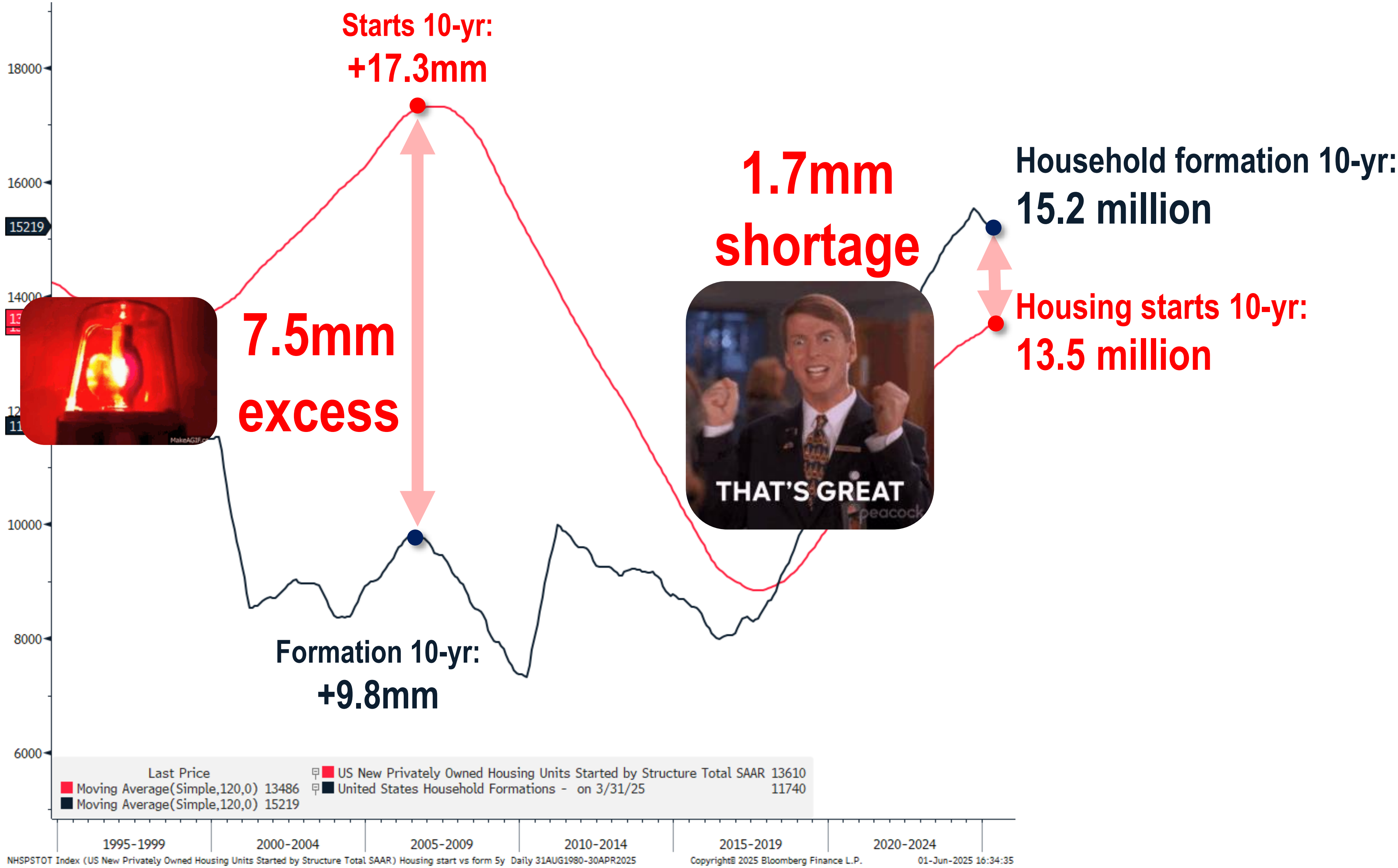
HOUSING: Housing is “massively” undersupplied



Household formation 10-yr:
15.2 million

Housing starts 10-yr:
13.5 million

HOUSING: Housing is “massively” undersupplied



Macro Research

BofA HY OaS (option adjusted spread)

Past 15 Years

Source: Fundstrat, FRED, Bloomberg

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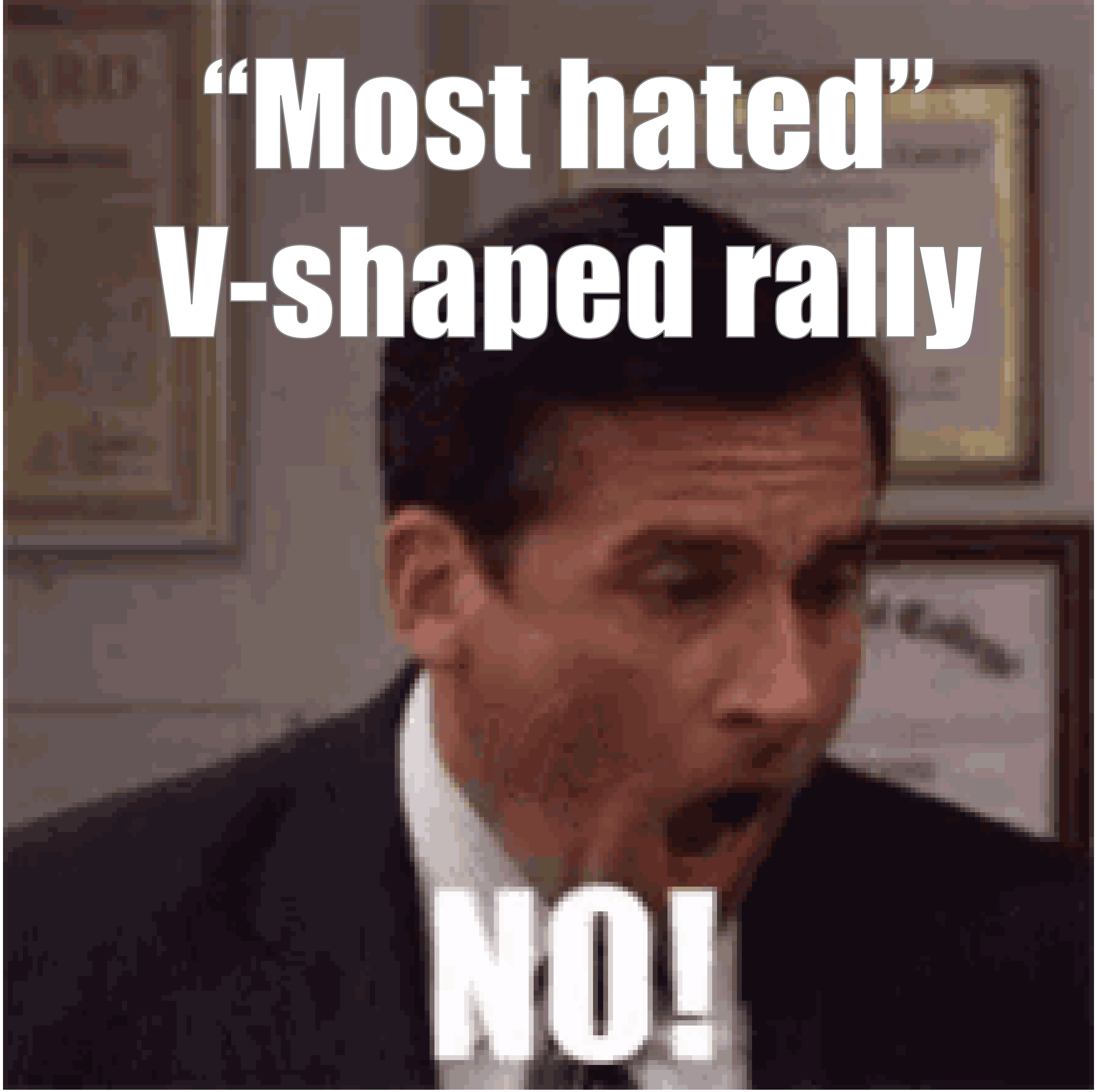
Macro Research



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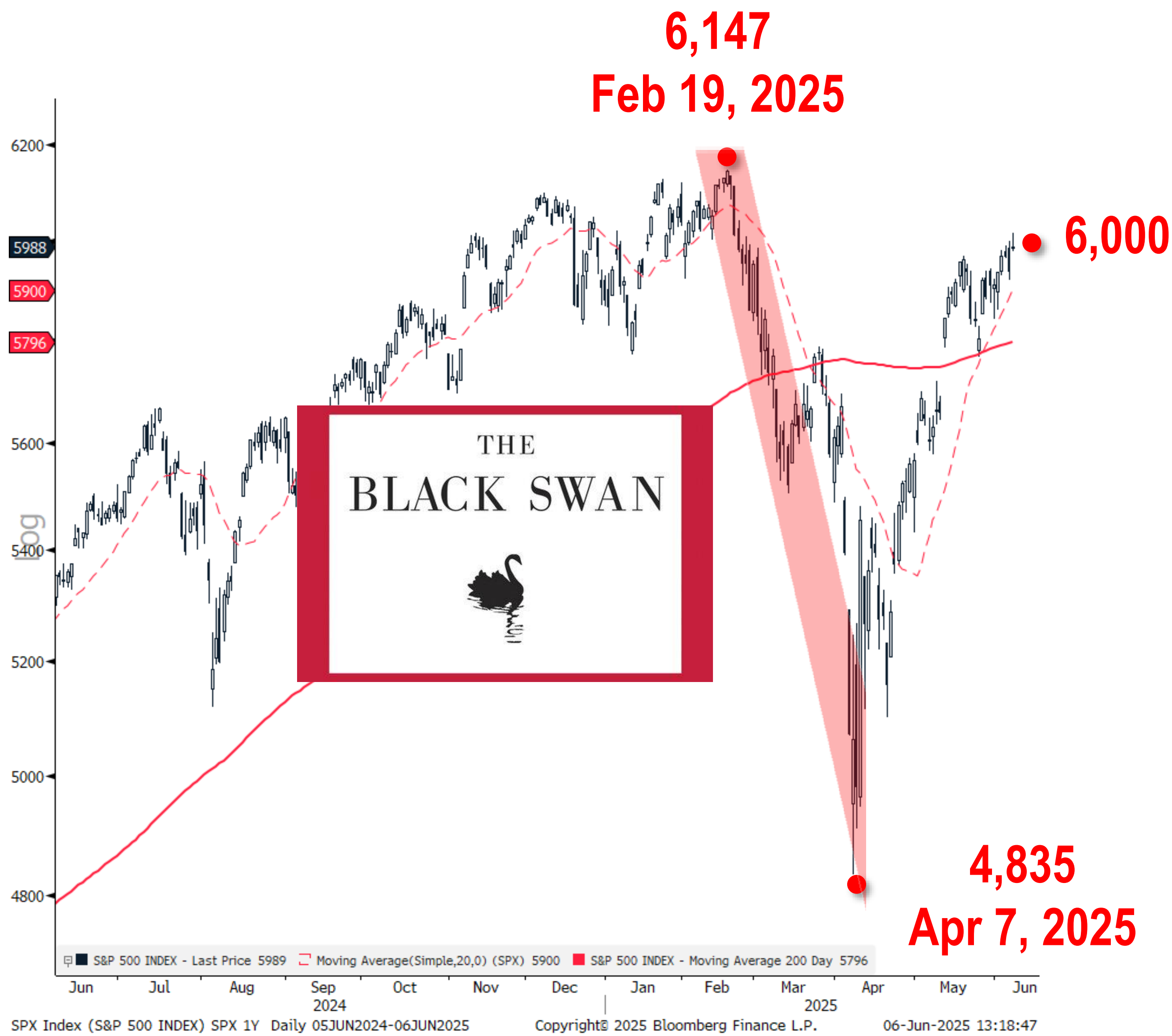
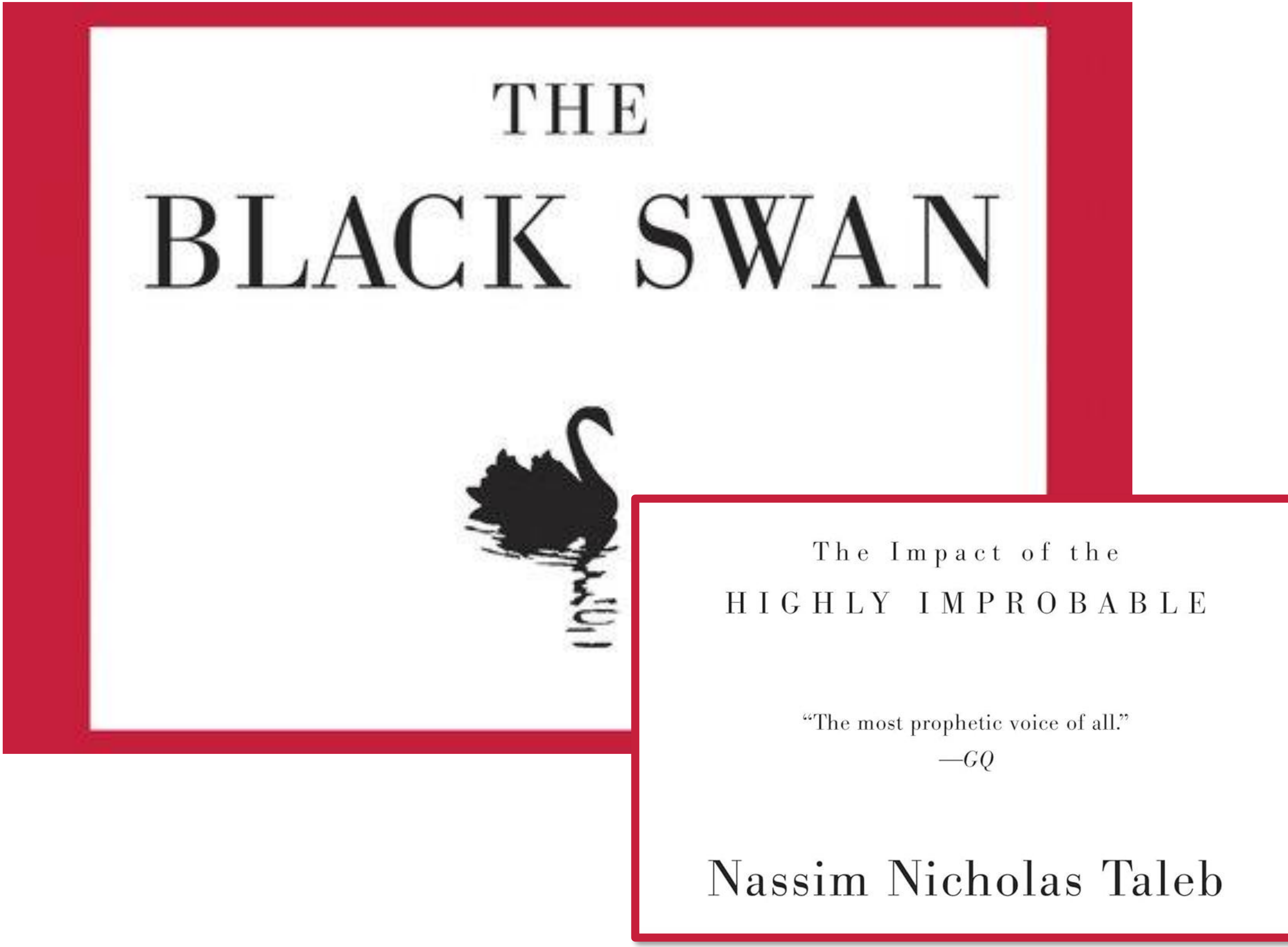
Macro Research

S&P 500: "Black Swan" to start the year




THE
BLACK SWAN
The Impact of the
HIGHLY IMPROBABLE
"The most prophetic voice of all."
—GQ
Nassim Nicholas Taleb

Reuters World Business Markets Sustainability Legal Breakingviews Technology Investigations

Global brokerages raise recession odds; J.P.Morgan sees 60% chance

By **Siddarth S**

April 5, 2025 1:25 AM EDT · Updated a month ago

Aa

20 Fastest Market Corrections *from 52-week High*
Since 1950

Fastest 10% Correction from 52-week high

	52W High	10% Decline	# Days
1	2/19/2020	2/27/2020	**8**
2	1/26/2018	2/8/2018	**13**
3	9/23/1955	10/11/1955	**18**
4	6/12/1950	6/29/1950	**17**
5	10/5/1979	10/25/1979	**20**
6	10/7/1997	10/27/1997	**20**
7	3/24/2000	4/14/2000	**21**
8	2/13/1980	3/10/1980	**26**
9	7/15/1975	8/8/1975	**24**
10	4/23/2010	5/20/2010	**27**
11	7/17/1998	8/14/1998	**28**
12	7/16/1990	8/17/1990	**32**
13	7/15/1957	8/26/1957	**42**
14	9/12/1978	10/26/1978	**44**
15	10/9/2007	11/26/2007	**48**
16	1/3/2022	2/22/2022	**50**
17	8/25/1987	10/15/1987	**51**
18	8/2/1956	10/1/1956	**60**
19	9/20/2018	11/23/2018	**64**
20	7/16/1999	9/29/1999	**75**
Current	2/19/2025	3/11/2025	**20**

#5 fastest

Source: Fundstrat, Bloomberg

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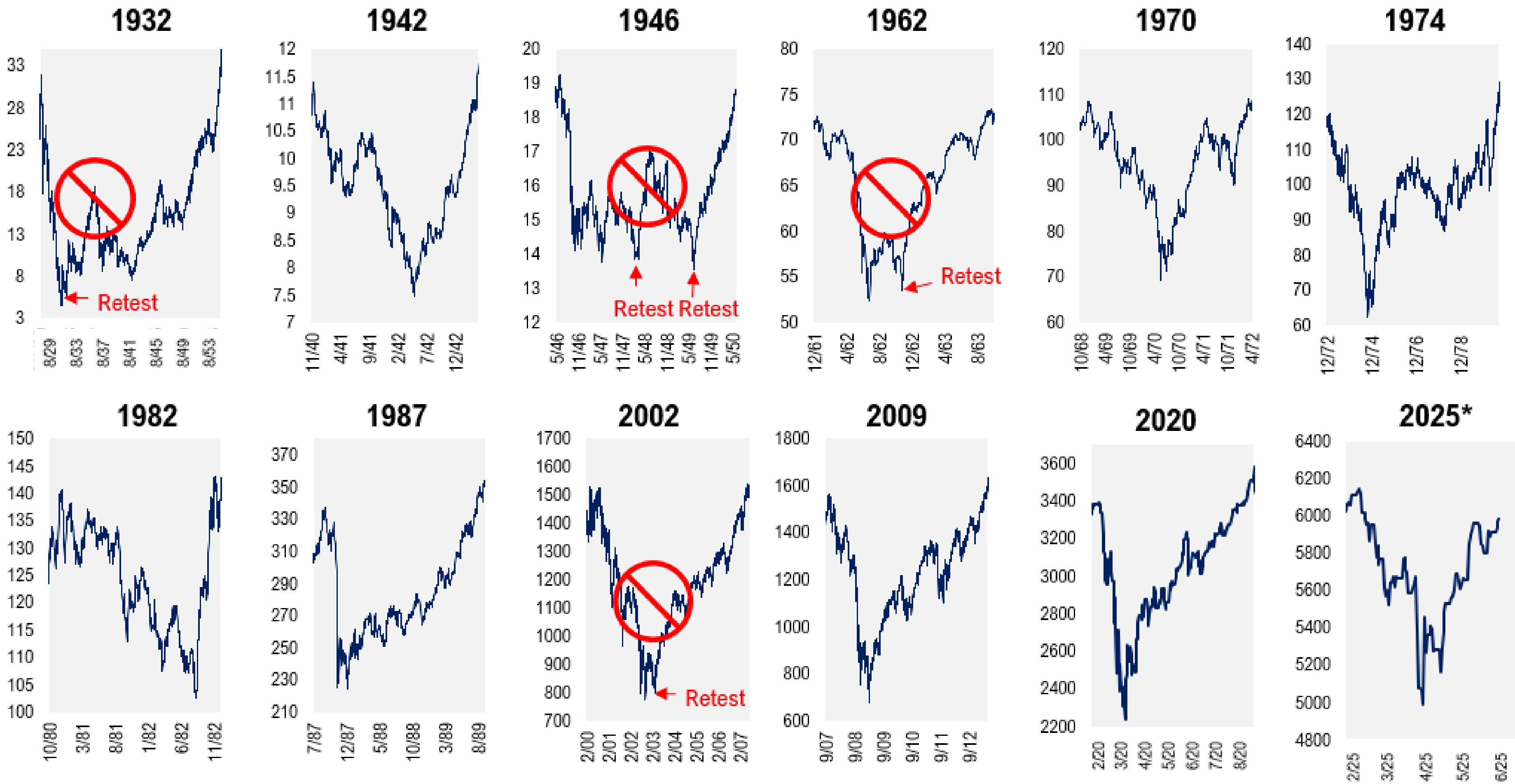
"V" BOTTOMS: 12 waterfall decline since 1929. 8 of 12 → V-bottoms

Figure: 10 instances of S&P 500 >20% declines and their recovery
~20% Declines from 1920 to 2025



Source: Fundstrat, Bloomberg, Factset

Macro Research

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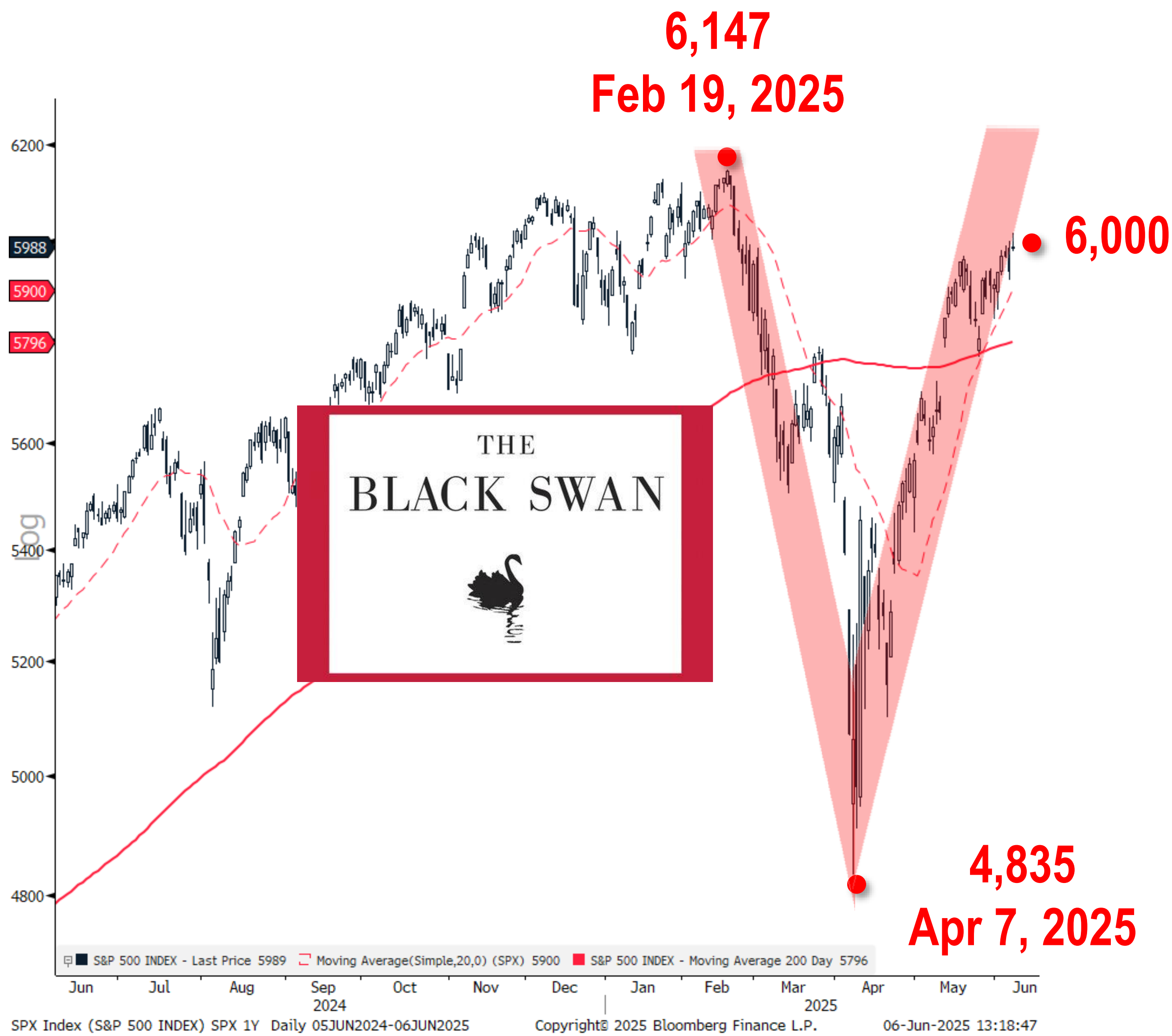
Macro Research

S&P 500: "Black Swan" to start the year



Macro Research

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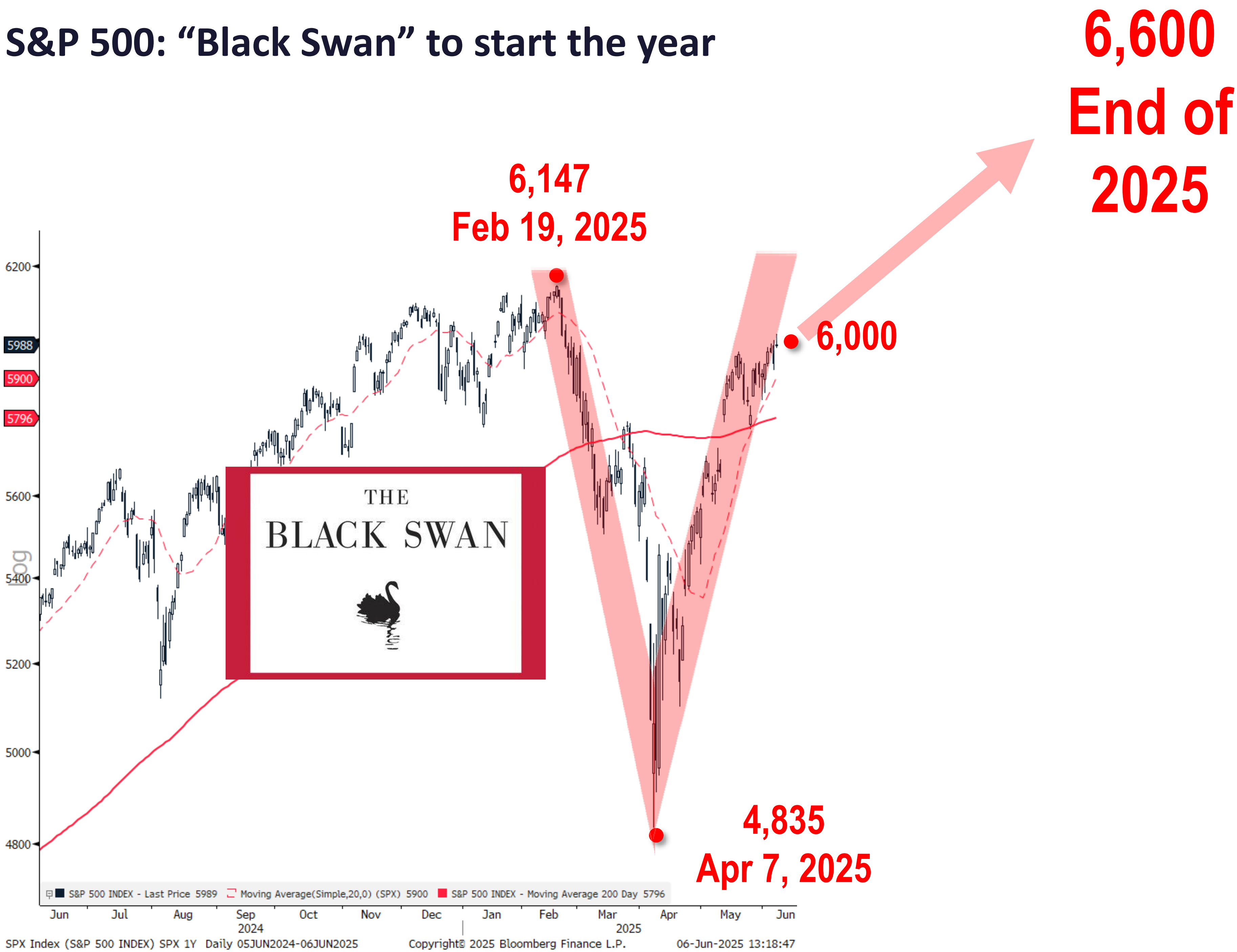
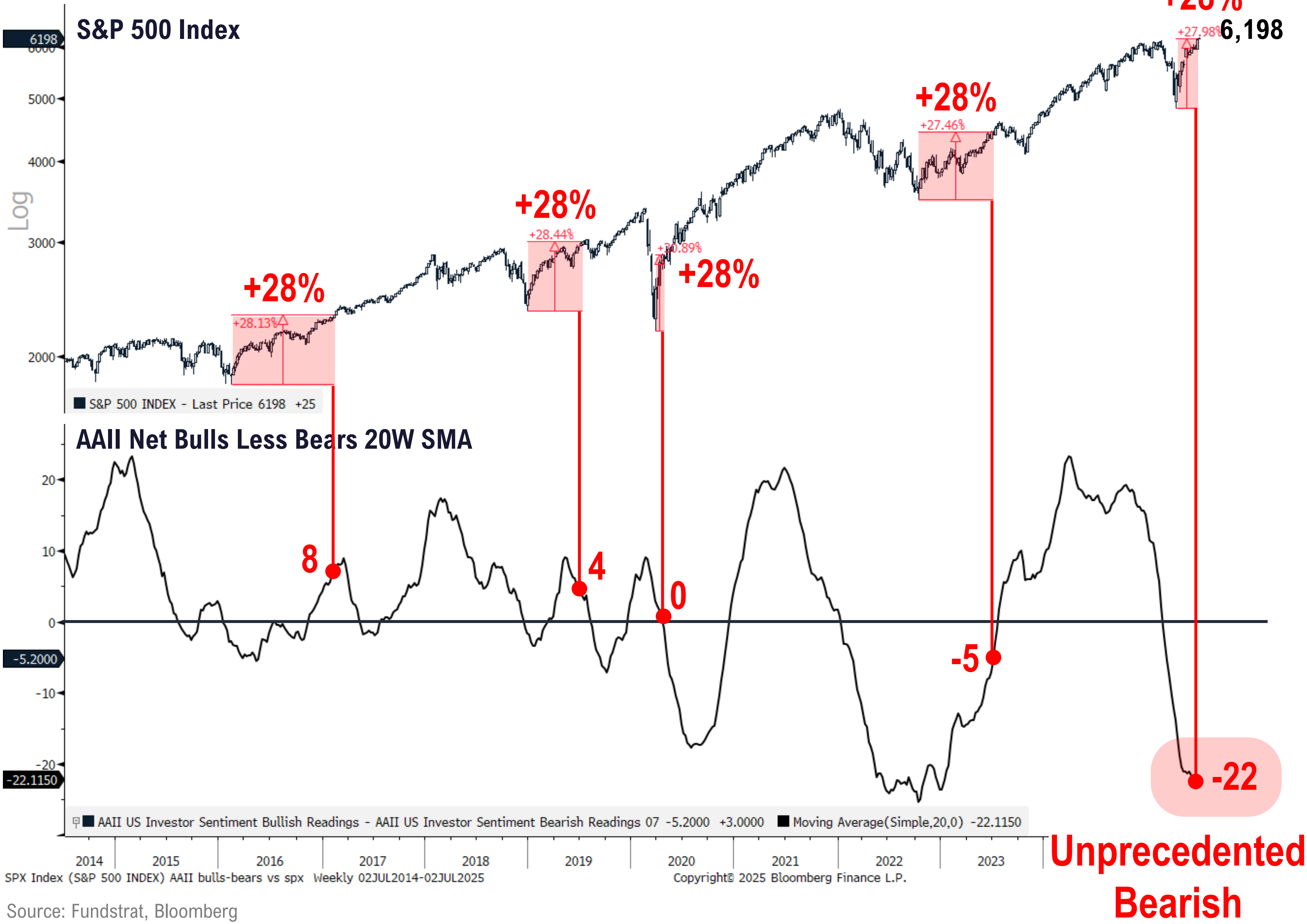


S&P 500: The 3rd time we have "Most Hated" rally since 2020

Macro Research

S&P 500: The 3rd time we have "Most Hated" rally since 2020

AAII Net Bulls Less Bears vs. S&P 500
Since 2016



Source: Fundstrat, Bloomberg

Accessible version

BofA GLOBAL RESEARCH

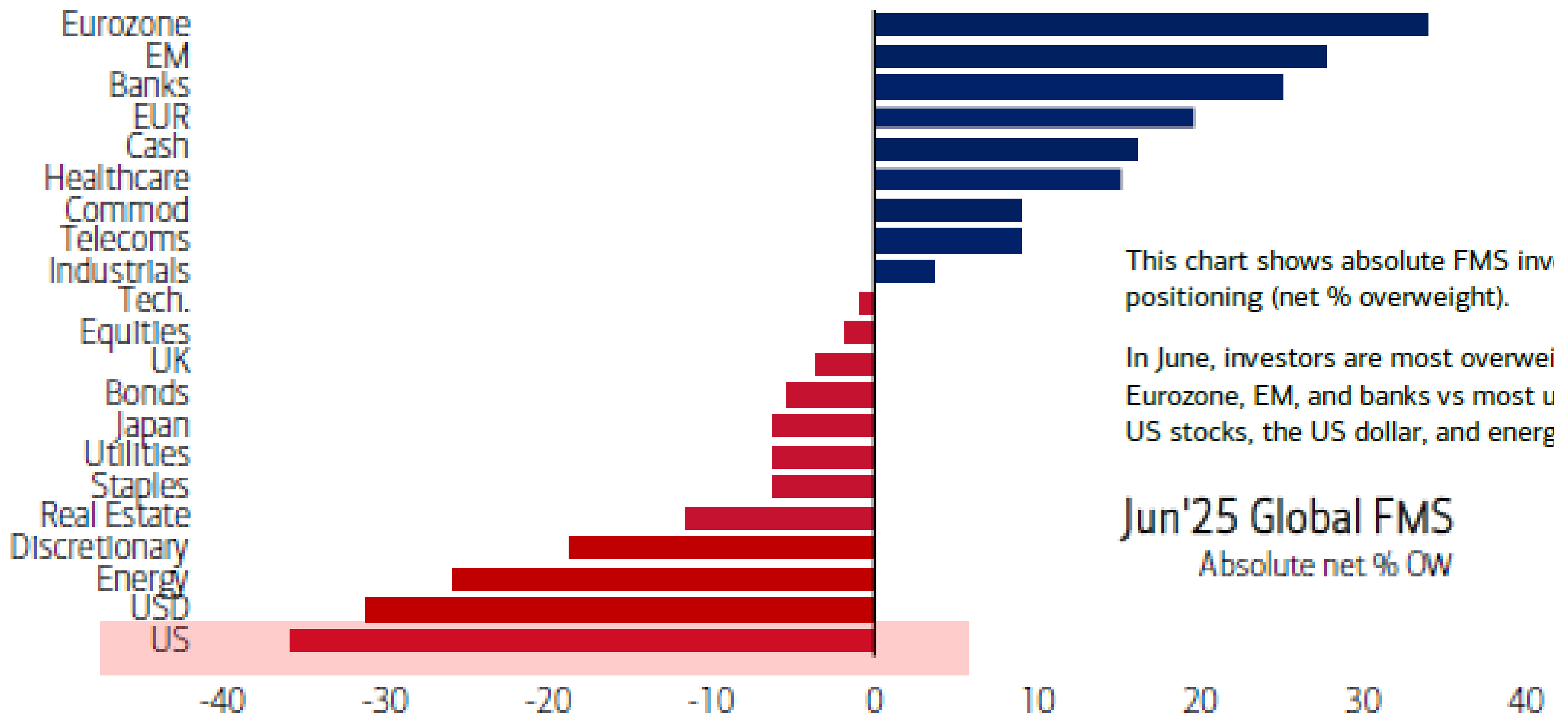
BofA SECURITIES

Global Fund Manager Survey

The Buck Stops Here

Chart 18: FMS net OW Eurozone, EM, banks & UW US equities, US dollar, energy

FMS absolute positioning (net % overweight)



Source: BofA Global Fund Manager Survey

BofA GLOBAL RESEARCH

Fund managers underweight USAv

fsinsight powered by fundstrat

POLITICAL AFFILIATION: 2024 Election

Macro Research

shocking

Equities

Bonds

	Democratic	Republican
US Population	49%	48%
U Mich Survey respondents	57%	
Media*	89%	
Federal Reserve (% political donations)	92%	
Risk markets:		
Securities & Investments	57%	43%
Hedge Funds	67%	33%
Venture Capital	69%	31%
Bond Market participants:		
Savings & Loans	17%	83%
Mortgage Bankers & Brokers	36%	64%
Commercial Banks	39%	61%

Source: Fundstrat, OpenSecrets.org, Pew Research

*Communications/Electronics ex. Telecom Services, Telcom Utilities, Computer software, & Electronic Manufacturing & Equipment

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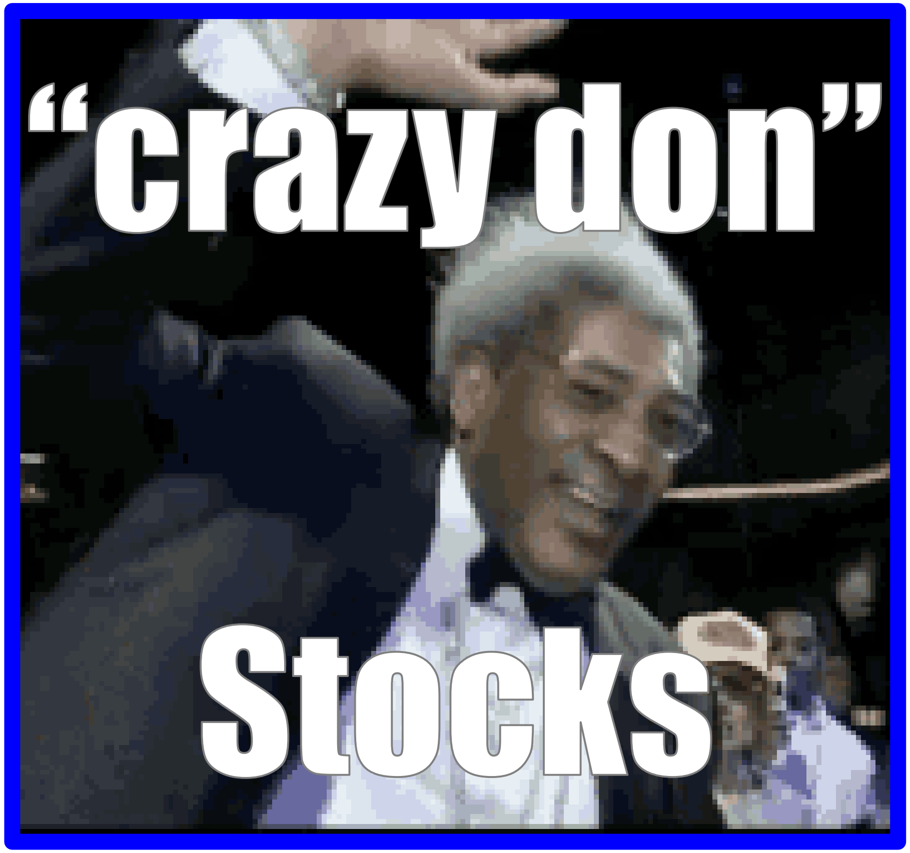
TRUMP: Which kind of "Don" is negotiating this deal



TRUMP "put": Stock-market focused White House

Source: Fundstrat

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2Q25 EPS: Earnings growth should be solid...

LSEG S&P 500 2025Q2 EARNINGS DASHBOARD

Source: LSEG I/B/E/S

ANALYST: Tajinder Dhillon, CFA **July 3, 2025**

To view the latest insights: https://lipperalpha.refinitiv.com/

S&P 500 2025Q2 EARNINGS

BLENDED GROWTH RATES

S&P 500	**5.8%**
Comm. Services	31.8%
Technology	17.7%
Health Care	4.1%
Financials	2.7%
Real Estate	2.6%
Industrials	2.0%
Utilities	-0.2%
Consumer Staples	-2.7%
Materials	-3.5%
Consumer Discretionary	-3.5%
Energy	-25.4%

+5.8%

Russell 2000 2025Q2 EARNINGS DASHBOARD

Source: LSEG I/B/E/S

ANALYST: Tajinder Dhillon, CFA **July 10, 2025**

To view the latest insights: https://lipperalpha.refinitiv.com/

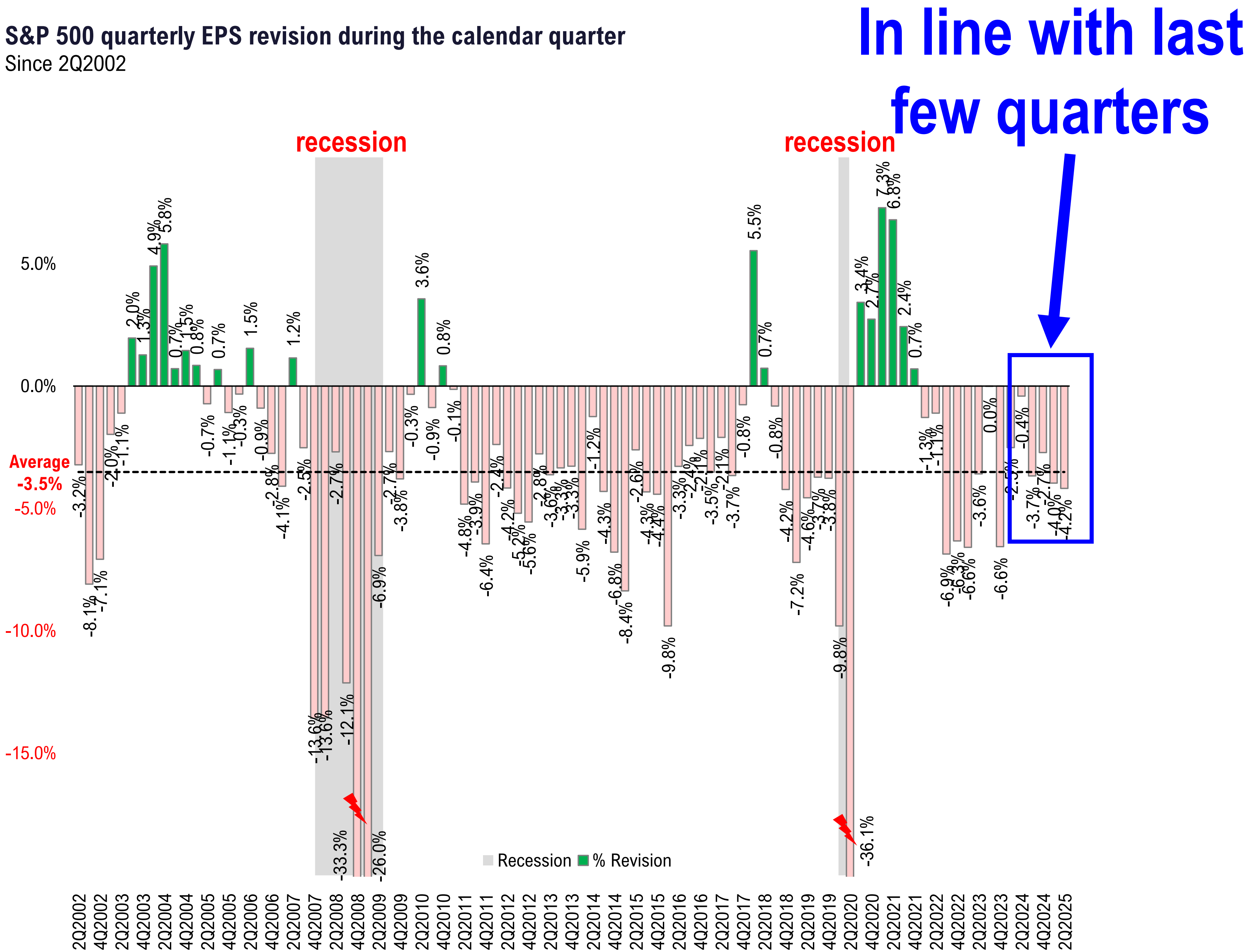
Russell 2000 2025Q2 EARNINGS

BLENDED GROWTH RATES

Russell 2000	**61.8%**
Technology	1453.0%
Comm. Services	87.4%
Health Care	46.1%
Financials	23.0%
Consumer Staples	1.8%
Utilities	-0.5%
Materials	-2.2%
Industrials	-5.4%
Consumer Discretionary	-6.5%
Real Estate	-7.0%
Energy	-33.2%

+62%

S&P 500 quarterly EPS revision during the calendar quarter
Since 2Q2002



Source: Fundstrat, FactSet

Macro Research

S&P 500 Earnings Analysis

Blended Y/Y growth includes actuals for companies that have reported and estimates for companies that have yet to report.

2Q25 Street Consensus EPS	
As of 6/30/25	$62.51
Current	$62.30
% change	*-0.3%*

S&P 500 2Q25 Reported Earnings

Bottom-up based on constituents

			2Q25 Earnings results relative to consensus (bottom up)			
Sector name	# cos reported	% cos reported	% cos beating	% cos missing	Surprise (%)	Relative return since 6/30/25
S&P 500 (absolute)	30 / 500	6%	80%	20%	10.5%	0.6%
Cyclicals	17 / 244	7%	82%	18%	5.1%	0.9%
Near-Cyclicals	7 / 127	6%	86%	14%	15.7%	-1.3%
Defensives	6 / 129	5%	67%	33%	1.7%	-2.0%
Technology	5 / 69	7%	100%	0%	6.1%	2.0%
Consumer Discretionary	6 / 51	12%	67%	33%	5.0%	0.5%
Industrials	5 / 78	6%	80%	20%	2.6%	0.9%
Basic Materials	0 / 26	0%	—	—	—	0.1%
Communication Services	1 / 20	5%	100%	0%	1.5%	-2.2%
Financials	7 / 73	10%	86%	14%	15.7%	-2.0%
Real Estate	0 / 31	0%	—	—	—	-1.0%
Energy	0 / 23	0%	—	—	—	2.0%
Healthcare	0 / 60	0%	—	—	—	-2.4%
Consumer Staples	6 / 38	16%	67%	33%	1.7%	-2.2%
Utilities	0 / 31	0%	—	—	—	-0.2%

2Q25 Y/Y Earnings Growth

Bottom-up based on constituents

	2Q25 Y/Y Earnings growth		
Sector name	Actual (cos that reported)	Estimates (cos yet to report)	Blend of actuals & estimates
S&P 500 (absolute)	-0.0%	5.7%	5.2%
Cyclicals	6.4%	10.9%	10.6%
Near-Cyclicals	-3.0%	-0.1%	-0.7%
Defensives	-5.9%	0.3%	0.1%
Technology	23.1%	15.3%	15.9%
Consumer Discretionary	-28.7%	-3.4%	-5.4%
Industrials	0.0%	-0.7%	-0.6%
Basic Materials	—	-4.1%	-4.1%
Communication Services	4.7%	29.8%	29.6%
Financials	-3.0%	10.5%	6.6%
Real Estate	—	1.3%	1.3%
Energy	—	-25.1%	-25.1%
Healthcare	—	1.4%	1.4%
Consumer Staples	-5.9%	-3.1%	-3.4%
Utilities	—	2.9%	2.9%

Source: Fundstrat, FactSet

Note: "Surprise %" is a weighted average based on fiscal quarter actual results vs. estimated results. The earnings results of REITs are based on Funds from Operations (FFO). To adjust for fiscal quarter-end differences, the Y/Y growth calculation is based on calendarized Net Income. Y/Y growth is weighted based on Net Income. The Y/Y growth of REIT earnings is based on Funds from Operations (FFO).

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S&P 500 Sales Analysis

Blended Y/Y growth includes actuals for companies that have reported and estimates for companies that have yet to report.

S&P 500 2Q25 Reported Sales
Bottom-up based on constituents

Sector name	# cos reported	% cos reported	2Q25 Sales results relative to consensus (bottom up): % cos beating	% cos missing	Surprise (%)	Relative return since 6/30/25
S&P 500 (absolute)	30 / 500	6%	80%	17%	2.1%	0.6%
Cyclicals	17 / 244	7%	94%	6%	2.4%	0.9%
Near-Cyclicals	7 / 127	6%	71%	14%	2.1%	-1.3%
Defensives	6 / 129	5%	50%	50%	1.9%	-2.0%
Technology	5 / 69	7%	100%	0%	3.7%	2.0%
Consumer Discretionary	6 / 51	12%	100%	0%	2.0%	0.5%
Industrials	5 / 78	6%	80%	20%	1.2%	0.9%
Basic Materials	0 / 26	0%	—	—	—	0.1%
Communication Services	1 / 20	5%	100%	0%	1.0%	-2.2%
Financials	7 / 73	10%	71%	14%	2.1%	-2.0%
Real Estate	0 / 31	0%	—	—	—	-1.0%
Energy	0 / 23	0%	—	—	—	2.0%
Healthcare	0 / 60	0%	—	—	—	-2.4%
Consumer Staples	6 / 38	16%	50%	50%	1.9%	-2.2%
Utilities	0 / 31	0%	—	—	—	-0.2%

2Q25 Y/Y Sales Growth
Bottom-up based on constituents

Sector name	2Q25 Y/Y Sales growth: Actual (cos that reported)	Estimates (cos yet to report)	Blend of actuals & estimates
S&P 500 (absolute)	2.9%	4.3%	4.2%
Cyclicals	5.2%	5.5%	5.5%
Near-Cyclicals	-3.1%	-0.0%	-0.4%
Defensives	5.6%	5.3%	5.3%
Technology	13.9%	12.4%	12.6%
Consumer Discretionary	-0.7%	2.7%	2.4%
Industrials	1.2%	2.1%	2.0%
Basic Materials	—	1.6%	1.6%
Communication Services	4.2%	6.5%	6.4%
Financials	-3.1%	7.1%	5.1%
Real Estate	—	4.5%	4.5%
Energy	—	-9.5%	-9.5%
Healthcare	—	7.7%	7.7%
Consumer Staples	5.6%	0.8%	1.8%
Utilities	—	5.5%	5.5%

Source: Fundstrat, FactSet

Note: "Surprise %" is a weighted average based on fiscal quarter actual results vs. estimated results. to adjust for fiscal quarter-end differences, the Y/Y growth calculation is based on calendarized Sales. Y/Y growth is weighted based on Sales.

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Macro Research

FED: # cuts by December 2025

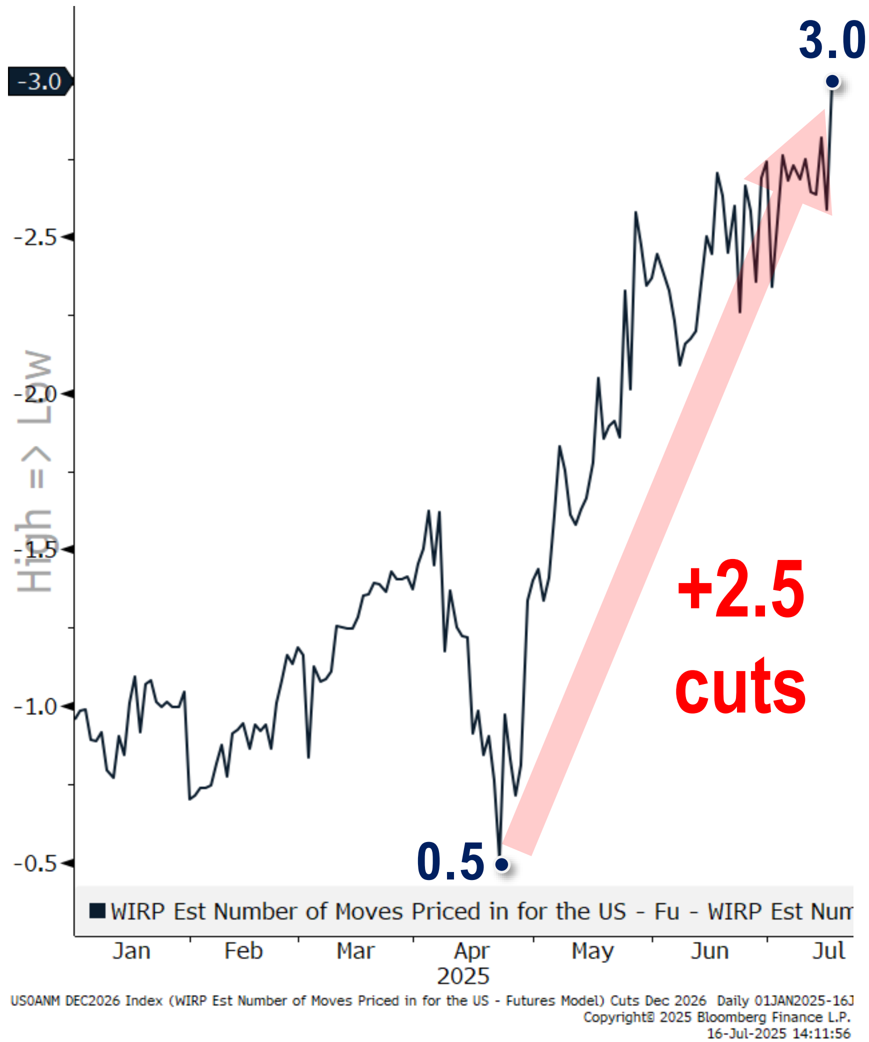
FED: -2 less cuts in 2025 but +2.5 more cuts in 2026

Fed Cuts Estimated in *2025*

YTD. Implied by Fed Funds Futures.

Fed Cuts Estimated in *2026*

YTD. Implied by Fed Funds Futures.



Source: Fundstrat, Bloomberg

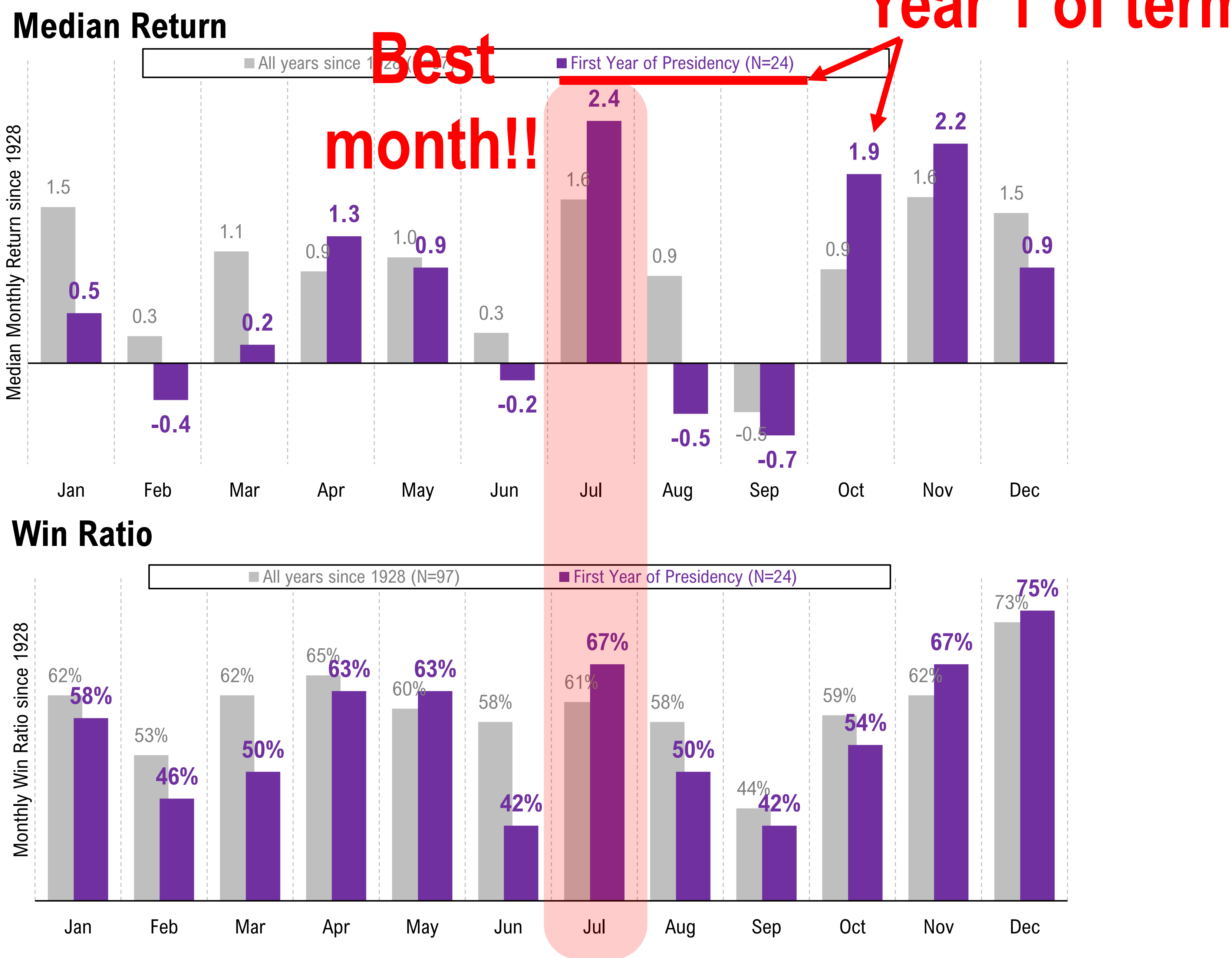
*1 cut represents 25-basis-point decrease in Fed Funds Rate

WHAT TO OWN: Stocks the benefit from a stronger 2026

- **Washed out stocks**
- **MAG7 & Bitcoin**
- **Industrials**
- **Financials: Large-cap and regional banks**
- **Small-caps, especially as markets eye 2026**

S&P 500 Composite Performance Monthly by All Years & 1st Year of Presidency

Since 1928

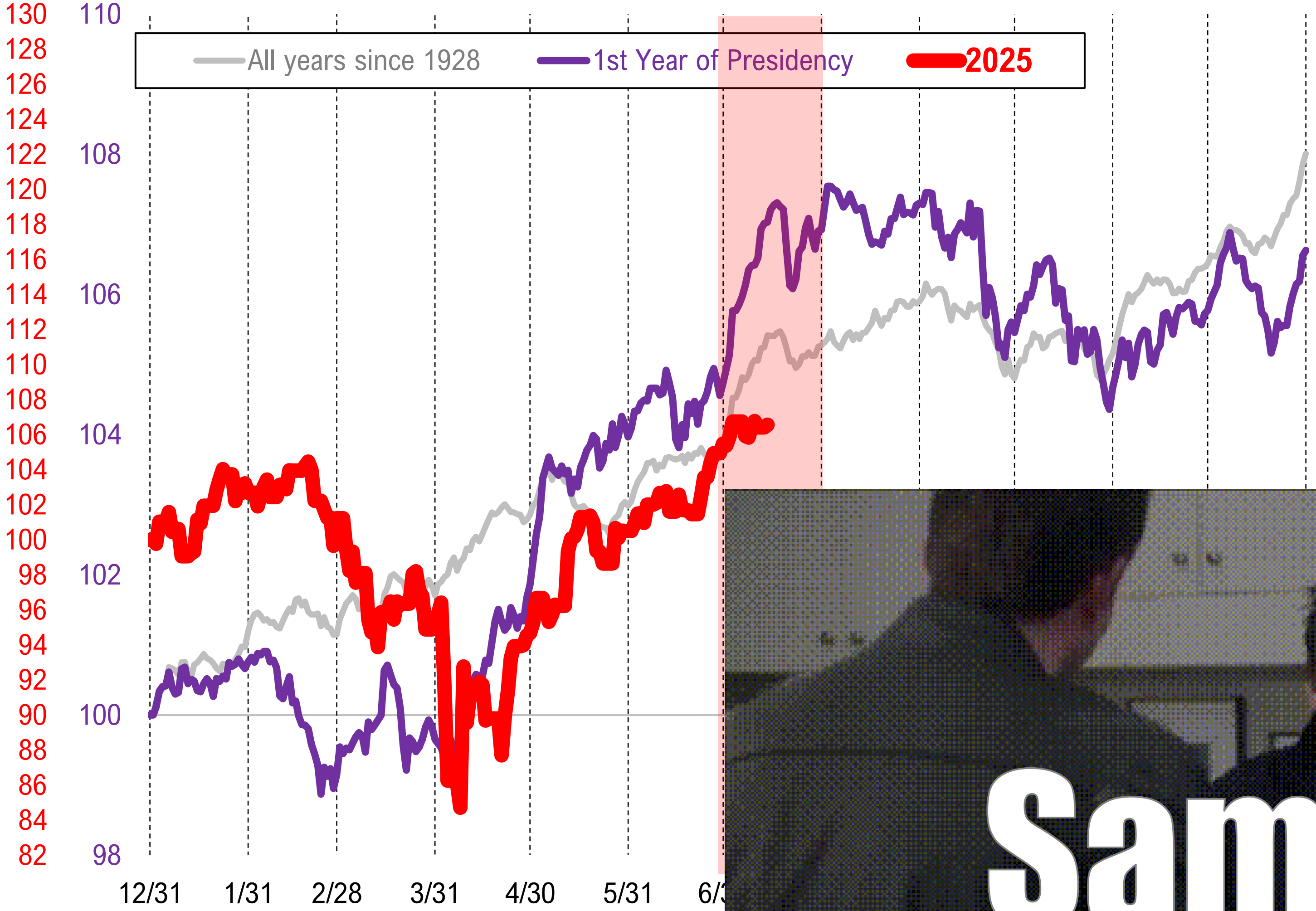


Source: Fundstrat, Bloomberg

Macro Research

S&P 500 Composite Performance YTD by All Years, 1st Year of Presidency, & 2025

Since 1928



Source: Fundstrat, Bloomberg

Macro Research

TradingView

25 largest stocks in world

Only 4 are non-USA

Overview | Performance | Valuation | Divi

Symbol 100		Count
MSFT	Microsoft Corporation [D]	
NVDA	NVIDIA Corporation [D]	
AAPL	Apple Inc. [D]	
AMZN	Amazon.com, Inc. [D]	
GOOG	Alphabet Inc. [D]	
META	Meta Platforms, Inc. [D]	
2222	SAUDI ARABIAN OIL CO. [D]	
TSLA	Tesla, Inc. [D]	
AVGO	Broadcom Inc. [D]	
BRK.A	Berkshire Hathaway Inc. [D]	
2330	TAIWAN SEMICONDUCTOR M... [D]	
WMT	Walmart Inc. [D]	
JPM	JP Morgan Chase & Co. [D]	

Symbol 100		Coun
V	Visa Inc. [D]	
LLY	Eli Lilly and Company [D]	
700	TENCENT HOLDINGS LIMITED [D]	
MA	Mastercard Incorporated [D]	
NFLX	Netflix, Inc. [D]	
XOM	Exxon Mobil Corporation [D]	
ORCL	Oracle Corporation [D]	
COST	Costco Wholesale Corporati... [D]	
HD	Home Depot, Inc. (The) [D]	
PG	Procter & Gamble Company... [D]	
JNJ	Johnson & Johnson [D]	
SAP	SAP SE O.N. [D]	
BAC	Bank of America Corporation [D]	

Appendix

Macro Research

The Wall Street Journal
@WSJ

Pope Leo is making the potential threat of AI to humanity a signature issue—challenging a tech sector that has spent years trying to cultivate the Vatican as an ally

From wsj.com

11:47 PM · Jun 17, 2025 · **66.7K** Views

15 44 126 22

Nassim Nicholas Taleb
@nntaleb

Friends, please help complete the list of people not threatened by AI:
+ Mahoot (elephant handler)
+ Food taster
+ Plumber
+ Chef, squid ink cook
+ Gardener
+ Belly dancer
+ Bank robber
+ Bishop
+ Professional bullshit detector
+ Fencing instructor
+ Circus acrobat
...

9:16 AM · Jun 18, 2025 · **78K** Views

Source X.com

Macro Research

MarketWatch
@MarketWatch

UBS forecasts a world with 300 million humanoid robots in a new report

From marketwatch.com

5:34 AM · Jun 18, 2025 · **15.6K** Views

Source X.com

RULE 10 BEST DAYS: Impact of not owning the “10 best days”

Rule of:

10 best days

Since 1928:

S&P 500 return: +8%

ex-10 best days: -13%

2,100bp

Since 2015:

S&P 500 return: +12%

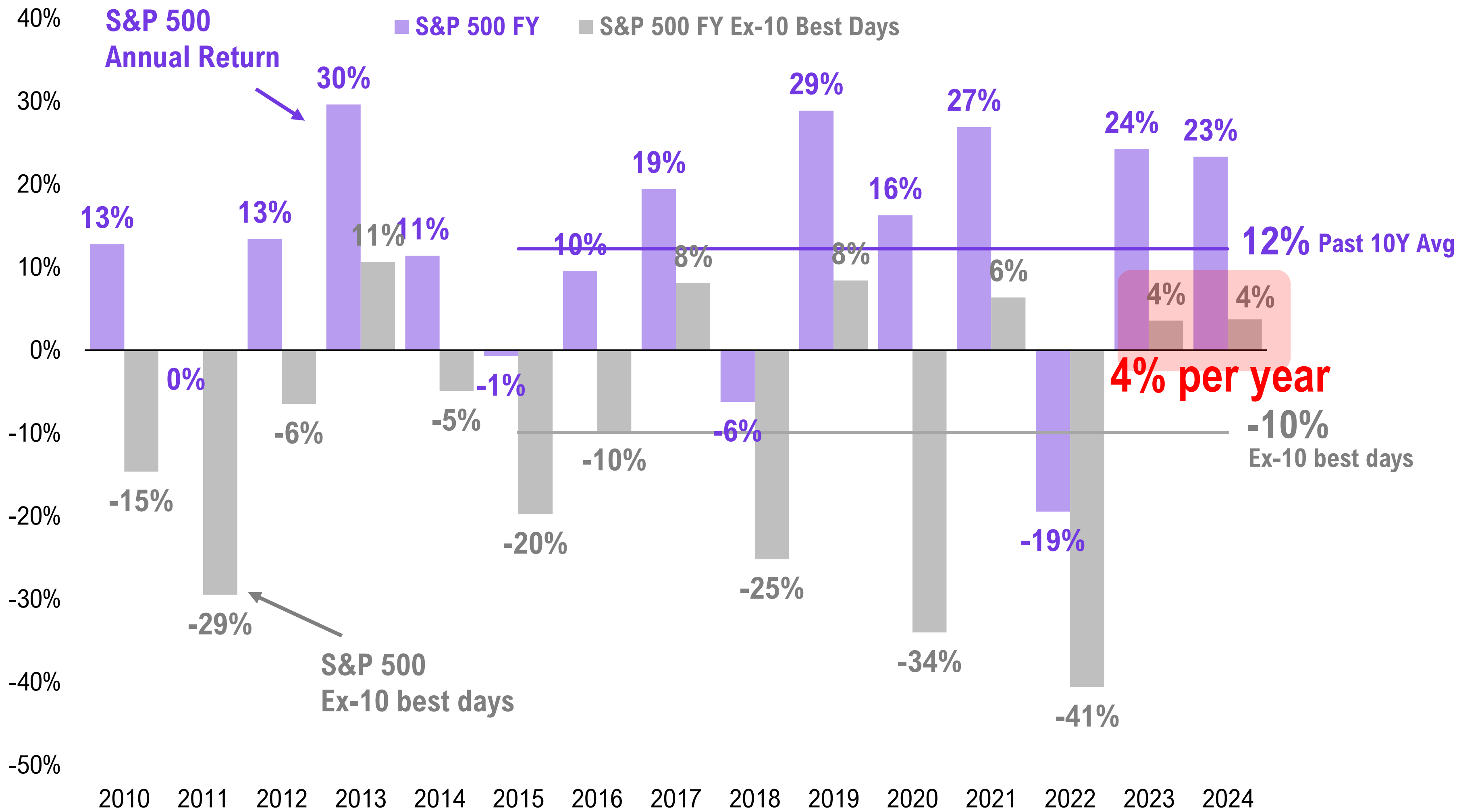
ex-10 best days: -10%

2,200bp

Source: Fundstrat

Macro Research

S&P 500 Annual Return vs. Annual Return Ex-10 Best Days
Past 15 Years



Source: Fundstrat, Bloomberg

Macro Research

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GRNY – Why Granny Shots?

The term "granny shot" refers to an unconventional basketball free throw style. For the Fund, it represents Fundstrat Capital's unique research process.

Shaquille:	Rick Barry:
(career success)	(career success)
52%	90%

Source: NBA, Not a prediction of investment outcomes, but a description of a process

Ticker: GRNY

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GRNY – Holdings by Theme

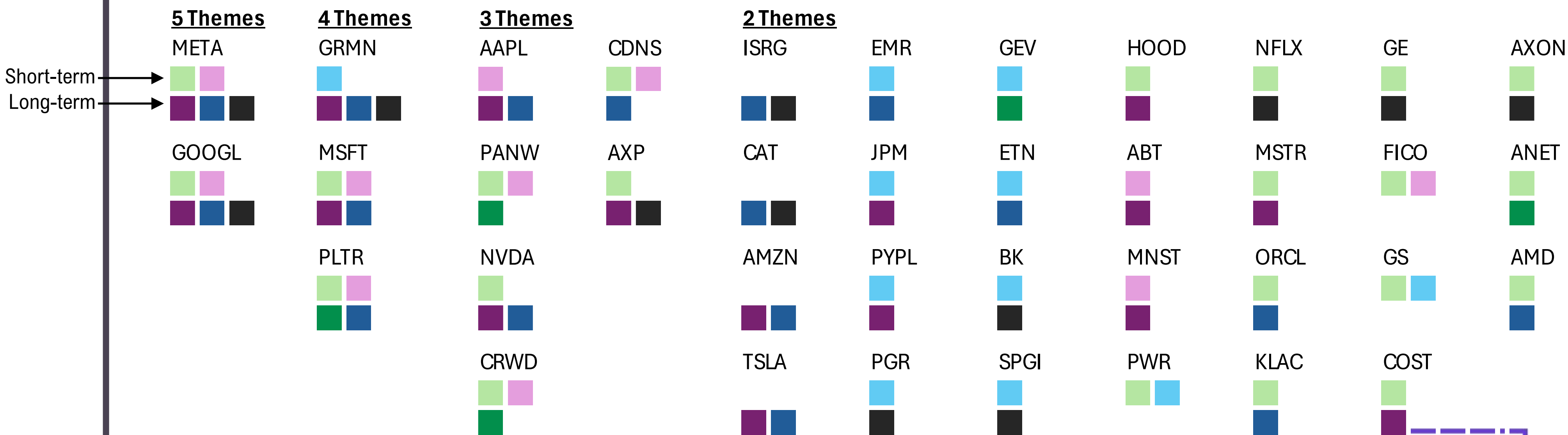
Shorter-Term Themes (6 - 12 Months)

Theme	Stocks in Theme	Stocks in GRNY
Style Tilt	36	22
Seasonality	29	11
PMI Recovery	37	11

Longer-Term Themes (3 - 5 Years)

Theme	Stocks in Theme	Stocks in GRNY
Energy/ Cyber Security	48	5
Millennials	93	16
Global Labor Suppliers	36	17
Easing Financial Conditions	40	12

GRNY Holdings



Ticker: GRNY

Source: Fundstrat Capital

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GRNY Fund Performance

Source: Fundstrat Capital, MorningStar. Data as of **7/15/2025**.

MORNINGSTAR

Ticker: GRNY

Fundstrat Granny Shots US Large Cap ETF GRNY

Trailing Returns

Day End as of 07/15/2025

	1-Day	1-Week	1-Month	3-Month	YTD
Total Return % (Price)	-0.17	1.20	7.08	27.67	14.43
Total Return % (NAV)	-0.05	1.25	7.16	27.66	14.43
Category (NAV)	-0.59	-0.06	3.94	14.72	6.08
Index	-0.40	0.31	4.59	16.46	7.02
Quartile Rank					
Percentile Rank	3	2	2	1	2
# of Invest. in Cat.	1,428	1,427	1,417	1,411	1,392

Top ranked YTD top 2%-ile

“BASIS POINT (BP)” MEANS ONE ONE-HUNDREDTH (1/100TH) OF ONE PERCENTAGE POINT. THE PERFORMANCE DATA QUOTED REPRESENTS PAST PERFORMANCE AND IS NO GUARANTEE OF FUTURE RESULTS. INVESTMENT RETURN AND PRINCIPAL VALUE OF AN INVESTMENT WILL FLUCTUATE SO THAT AN INVESTOR’S SHARES, WHEN REDEEMED, MAY BE WORTH MORE OR LESS THAN THEIR ORIGINAL COST. CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PERFORMANCE DATA QUOTED. FOR THE MOST RECENT MONTH-END PERFORMANCE, PLEASE CALL (212) 293-7132

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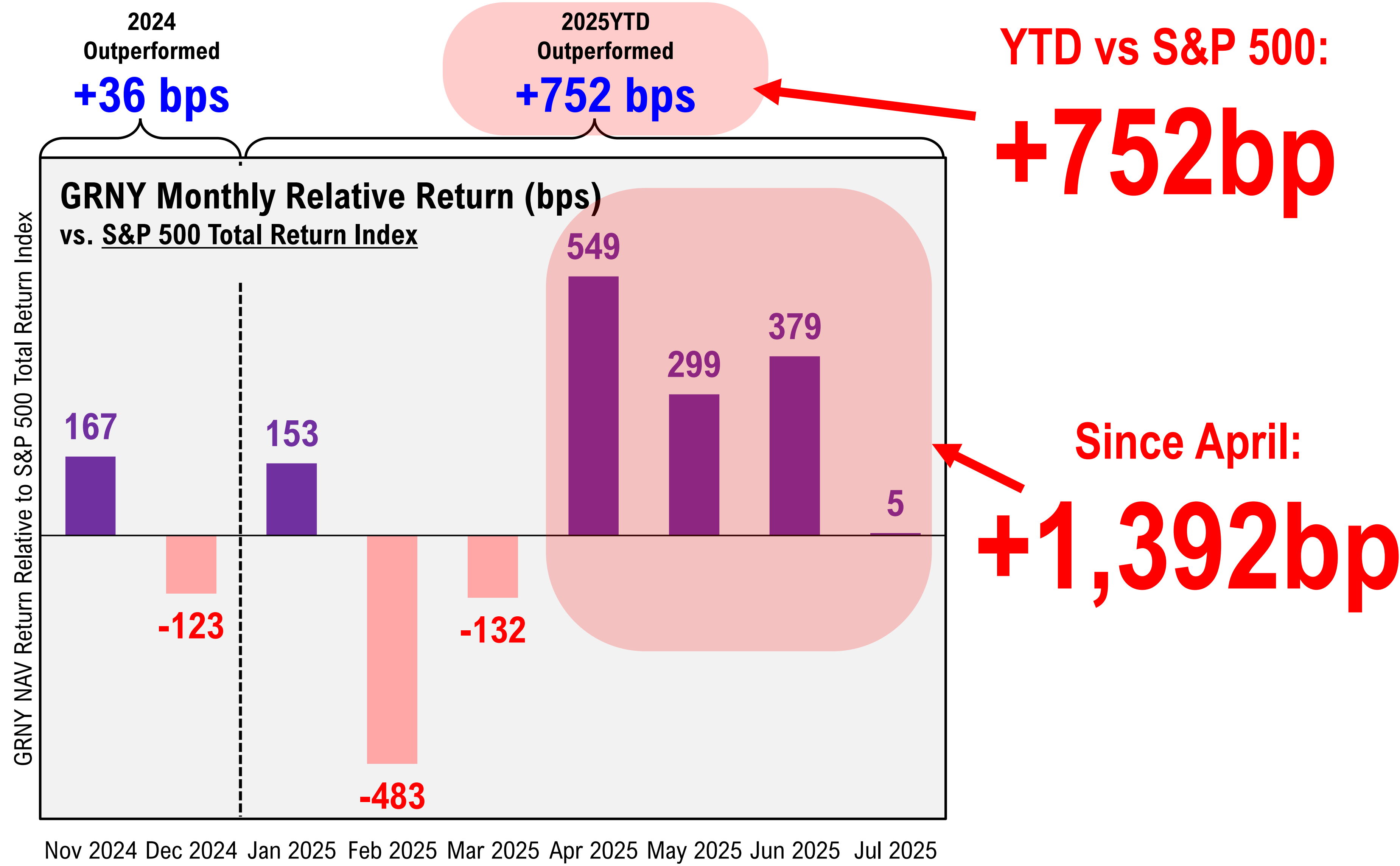
GRNY Monthly Relative Performance

Relative to S&P 500. Source: Fundstrat Capital, Bloomberg. Data as of **7/15/2025.**

Ticker: GRNY



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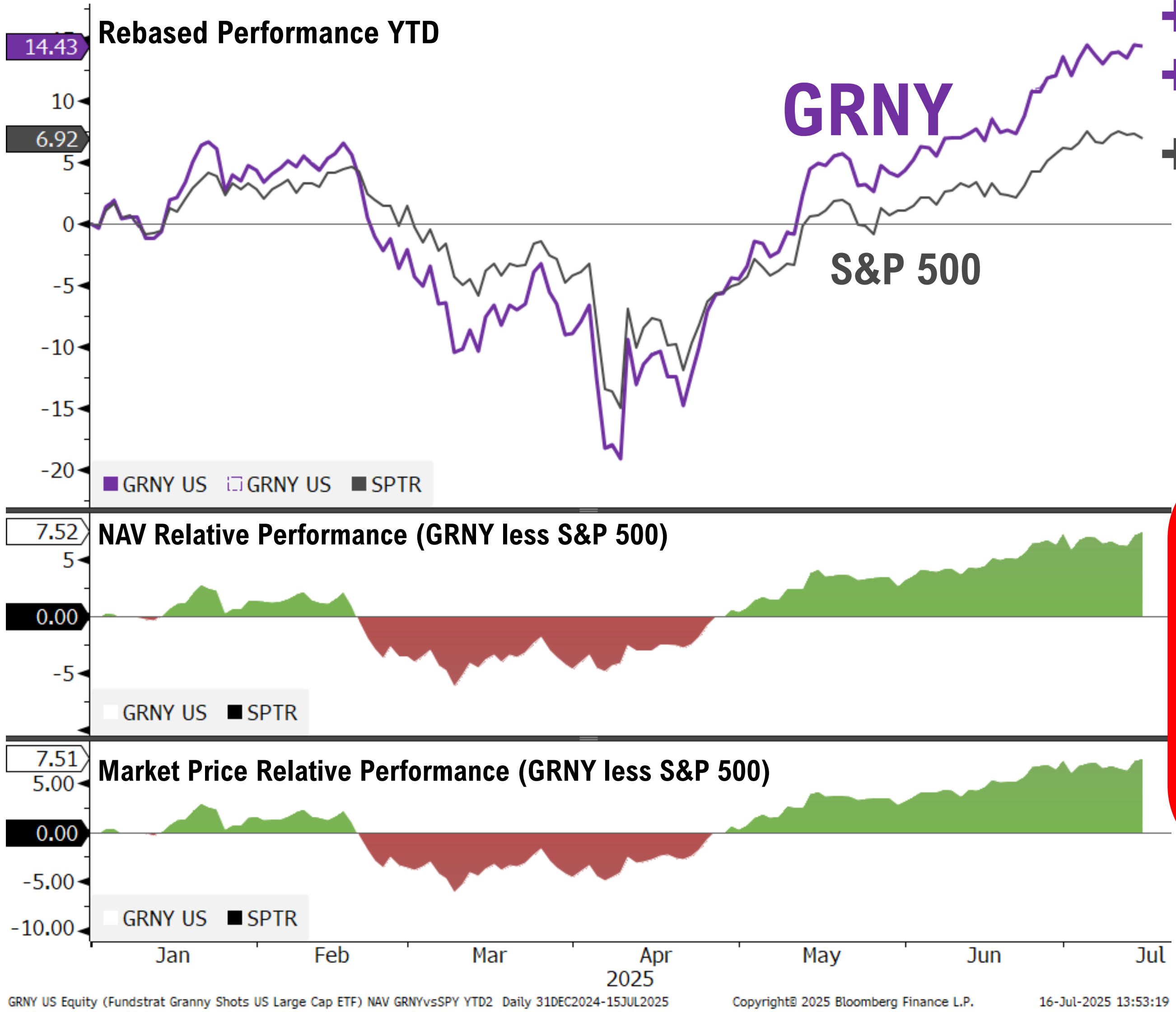
GRNY Performance 2025 YTD

vs. S&P 500. Source: Fundstrat Capital, Bloomberg. Data as of 7/15/2025.

Ticker: GRNY



+14.43% (Market Price)

+14.43% (NAV)

+6.92%

relative performance

+752 bps

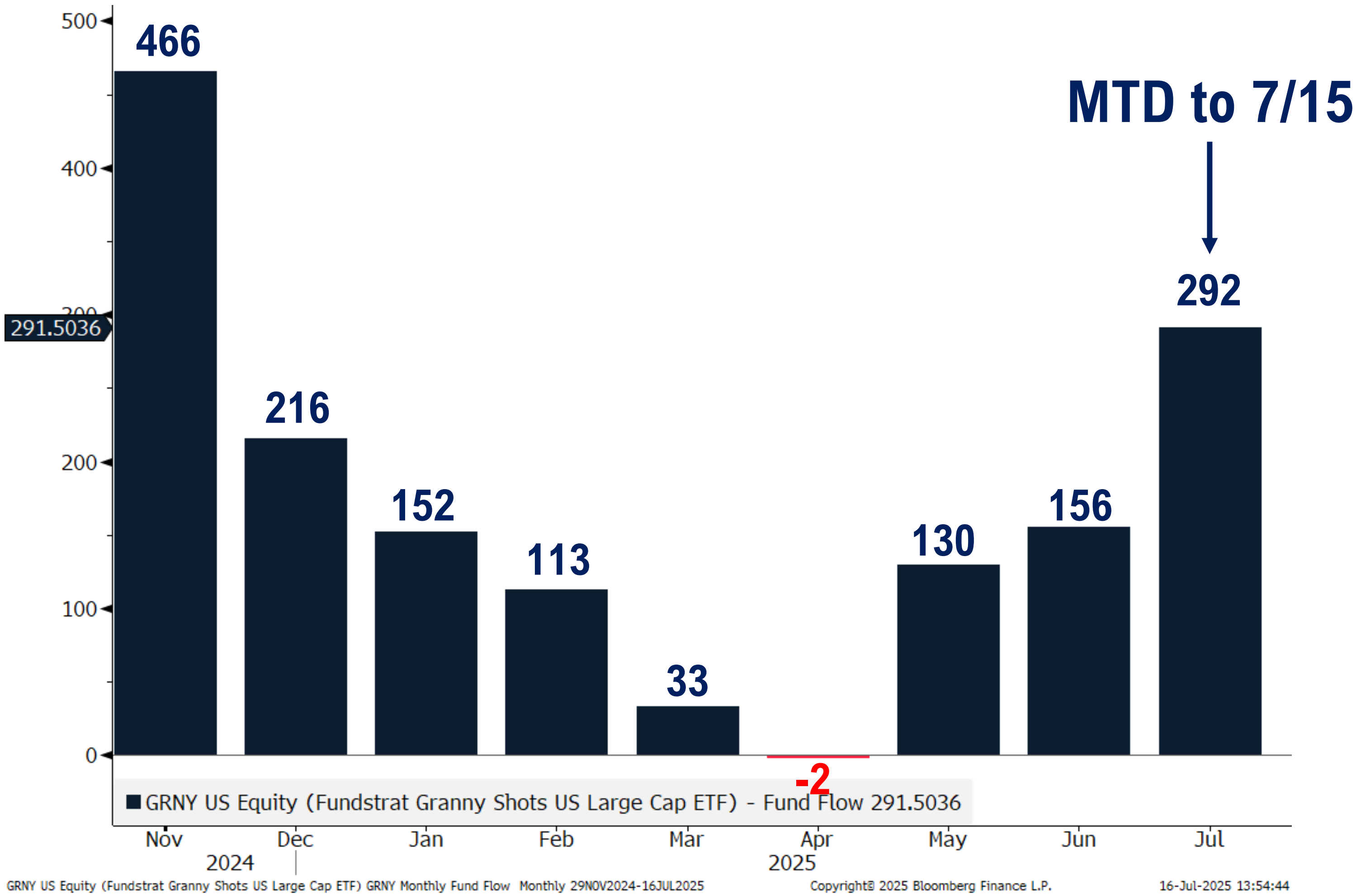
+751 bps

"BASIS POINT (BP)" MEANS ONE ONE-HUNDREDTH (1/100TH) OF ONE PERCENTAGE POINT. THE PERFORMANCE DATA QUOTED REPRESENTS PAST PERFORMANCE AND IS NO GUARANTEE OF FUTURE RESULTS. INVESTMENT RETURN AND PRINCIPAL VALUE OF AN INVESTMENT WILL FLUCTUATE SO THAT AN INVESTOR'S SHARES, WHEN REDEEMED, MAY BE WORTH MORE OR LESS THAN THEIR ORIGINAL COST. CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PERFORMANCE DATA QUOTED. FOR THE MOST RECENT MONTH-END PERFORMANCE, PLEASE CALL (212) 293-7132

GRNY Monthly Fund Flow

$ Million. Source: Fundstrat Capital, Bloomberg. Data as of **7/15/2025**.

Ticker: GRNY



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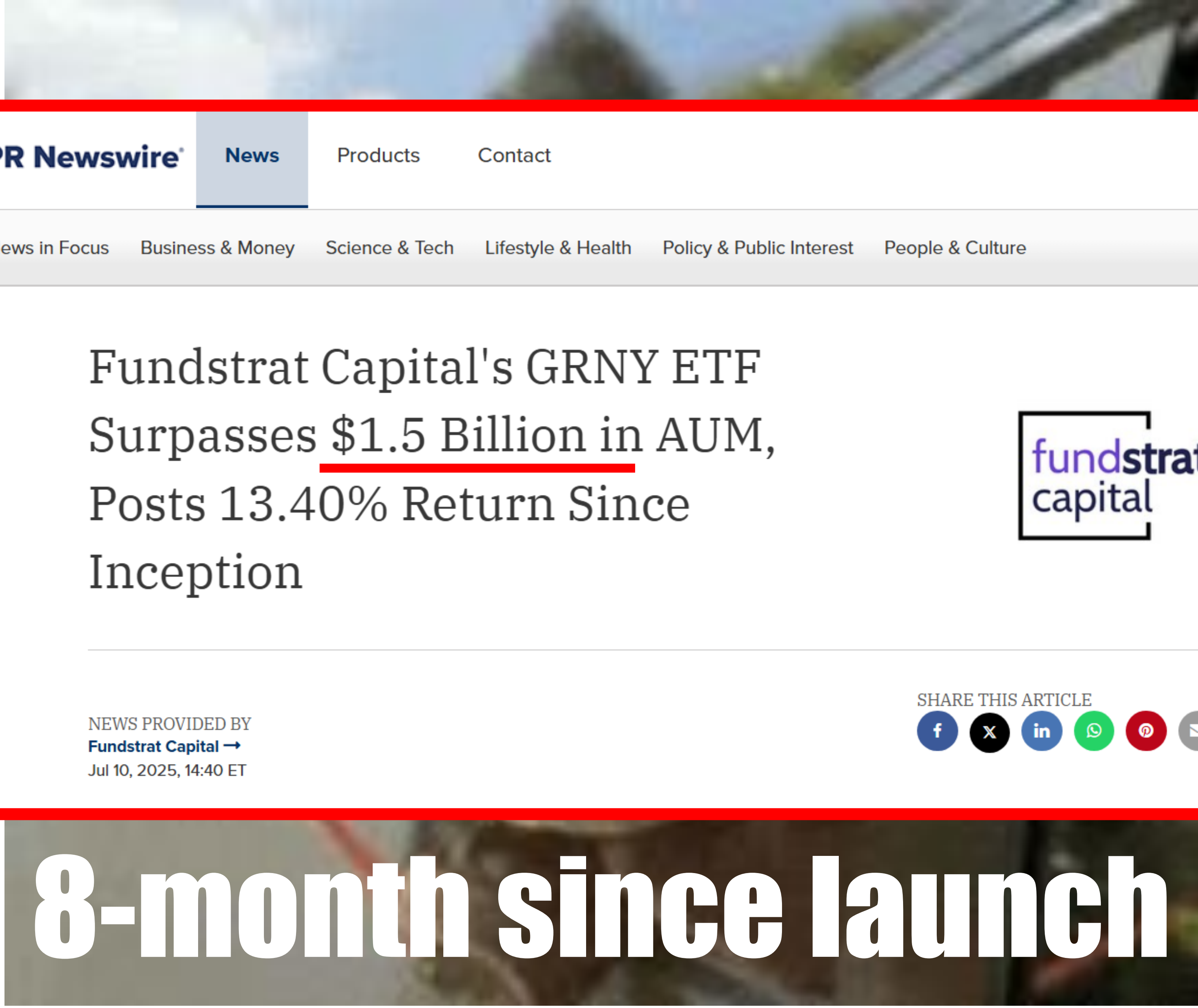
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Fundstrat Capital's GRNY ETF Surpasses $1.5 Billion in AUM, Posts 13.40% Return Since Inception

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NEWS PROVIDED BY
Fundstrat Capital →
Jul 10, 2025, 14:40 ET

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Ticker: **GRNY**

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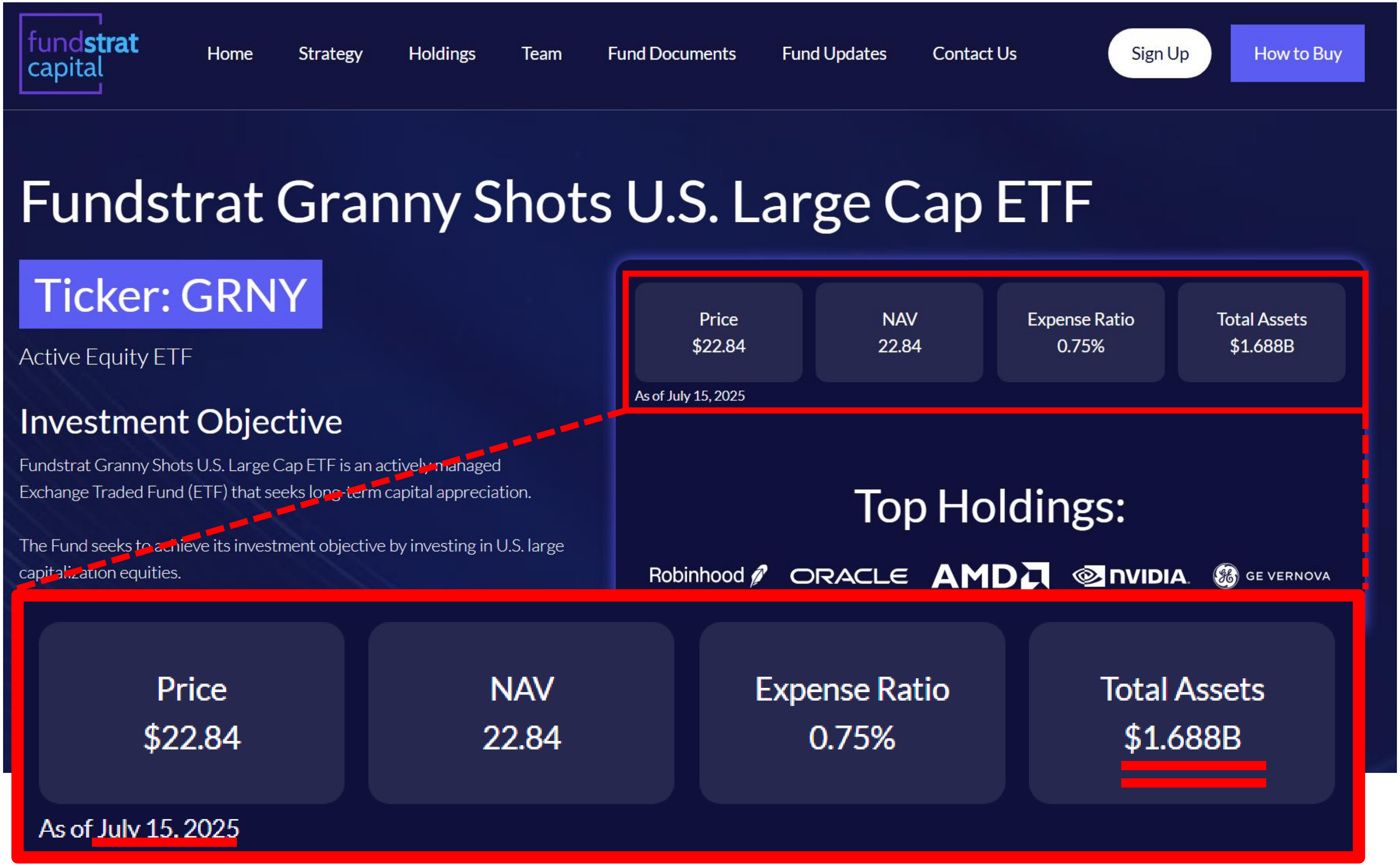

Ticker: **GRNY**

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GRNY – Holdings

	Ticker	Company	Mkt Cap ($B)	P/E ('26E)	Style Tilt	Seasonality	PMI Upside	Energy/Cyber Security	Millennials	Global Labor Supplier	Easing Financial Condition	Strategy Count
1	META	Meta Platforms Inc Class A	$1,424	23.3x	•	•			•	•	•	5
2	GOOGL	Alphabet Inc. Class A	$928	15.7x	•	•			•	•	•	5
3	GRMN	Garmin Ltd.	$39	23.8x			•		•	•	•	4
4	MSFT	Microsoft Corporation	$3,338	29.7x	•	•			•	•		4
5	PLTR	Palantir Technologies Inc. Class A	$290	174.3x	•	•		•		•		4
6	AAPL	Apple Inc.	$3,180	27.3x		•			•	•		3
7	PANW	Palo Alto Networks, Inc.	$127	52.4x	•	•		•				3
8	NVDA	NVIDIA Corporation	$3,169	23.1x	•				•	•		3
9	CRWD	CrowdStrike Holdings, Inc. Class A	$110	95.5x	•	•		•				3
10	CDNS	Cadence Design Systems, Inc.	$87	41.1x	•	•				•		3
11	AXP	American Express Company	$212	17.4x	•				•		•	3
12	ISRG	Intuitive Surgical, Inc.	$202	62.4x						•	•	2
13	CAT	Caterpillar Inc.	$166	16.7x						•	•	2
14	AMZN	Amazon.com, Inc.	$2,244	29.0x					•	•		2
15	TSLA	Tesla, Inc.	$1,075	108.4x					•	•		2
16	EMR	Emerson Electric Co.	$68	18.8x			•			•		2
17	JPM	JPMorgan Chase & Co.	$731	13.4x			•		•			2
18	PYPL	PayPal Holdings, Inc.	$70	12.8x			•		•			2
19	PGR	Progressive Corporation	$166	17.9x			•				•	2
20	GEV	GE Vernova Inc.	$118	39.1x			•	•				2
21	ETN	Eaton Corp. Plc	$129	24.4x			•			•		2
22	BK	Bank of New York Mellon Corp	$63	11.6x			•				•	2
23	SPGI	S&P Global, Inc.	$158	27.2x			•				•	2
24	HOOD	Robinhood Markets, Inc. Class A	$48	39.9x	•				•			2
25	ABT	Abbott Laboratories	$225	22.7x		•			•			2
26	MNST	Monster Beverage Corporation	$59	28.8x		•			•			2
27	PWR	Quanta Services, Inc.	$51	29.0x	•		•					2
28	NFLX	Netflix, Inc.	$484	36.7x	•						•	2
29	MSTR	MicroStrategy Incorporated Class A	$107	-	•				•			2
30	ORCL	Oracle Corporation	$455	20.0x	•					•		2
31	KLAC	KLA Corporation	$105	24.0x	•					•		2
32	GE	GE Aerospace	$236	34.2x	•						•	2
33	FICO	Fair Isaac Corporation	$52	58.9x	•	•						2
34	GS	Goldman Sachs Group, Inc.	$185	12.0x	•		•					2
35	COST	Costco Wholesale Corporation	$443	50.1x	•				•			2
36	AXON	Axon Enterprise Inc	$56	94.4x	•						•	2
37	ANET	Arista Networks, Inc.	$122	32.6x	•			•				2
38	AMD	Advanced Micro Devices, Inc.	$182	19.4x	•					•		2

Ticker: GRNY

Source: Fundstrat Capital, FactSet. Data as of 5/13/2025

* ETF holdings are subject to change without notice. for the latest, please visit grannyshots.com

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Macro Research

DEMOGRAPHICS: Explains business cycles better than people realize…

Millennials are significant for two reasons: sheer size, both in the US and the rest of the world, and relatively young age.

- **First, they are the largest single generation ever (larger than Boomers) at a population of 2.5 billion globally.**
- **Second, at an average age of 26.5, they are just entering their prime income years.**

Figure: Total US Population divided by age groups
2017. Data provided by the DESA UN Data sets.

Generation…	Years of birth		Average age	At peak	(year)
Greatest Generation	1910	1927	**97.7**	43.2	**1930**
Silent Generation	1928	1945	**83.5**	44.1	**1974**
Baby Boomers	1946	1964	**67.1**	79.5	**1999**
GenX	1965	1980	**50.5**	65.8	**2018**
Millennials	1981	2000	**32.4**	95.8	**2038**
Generation Z	2001	2018	**14.1**	96.2	**2060**

Source: Fundstrat. Peak population figures above include immigration. **Reduced immigration will lead to a smaller overall size of GenZ.

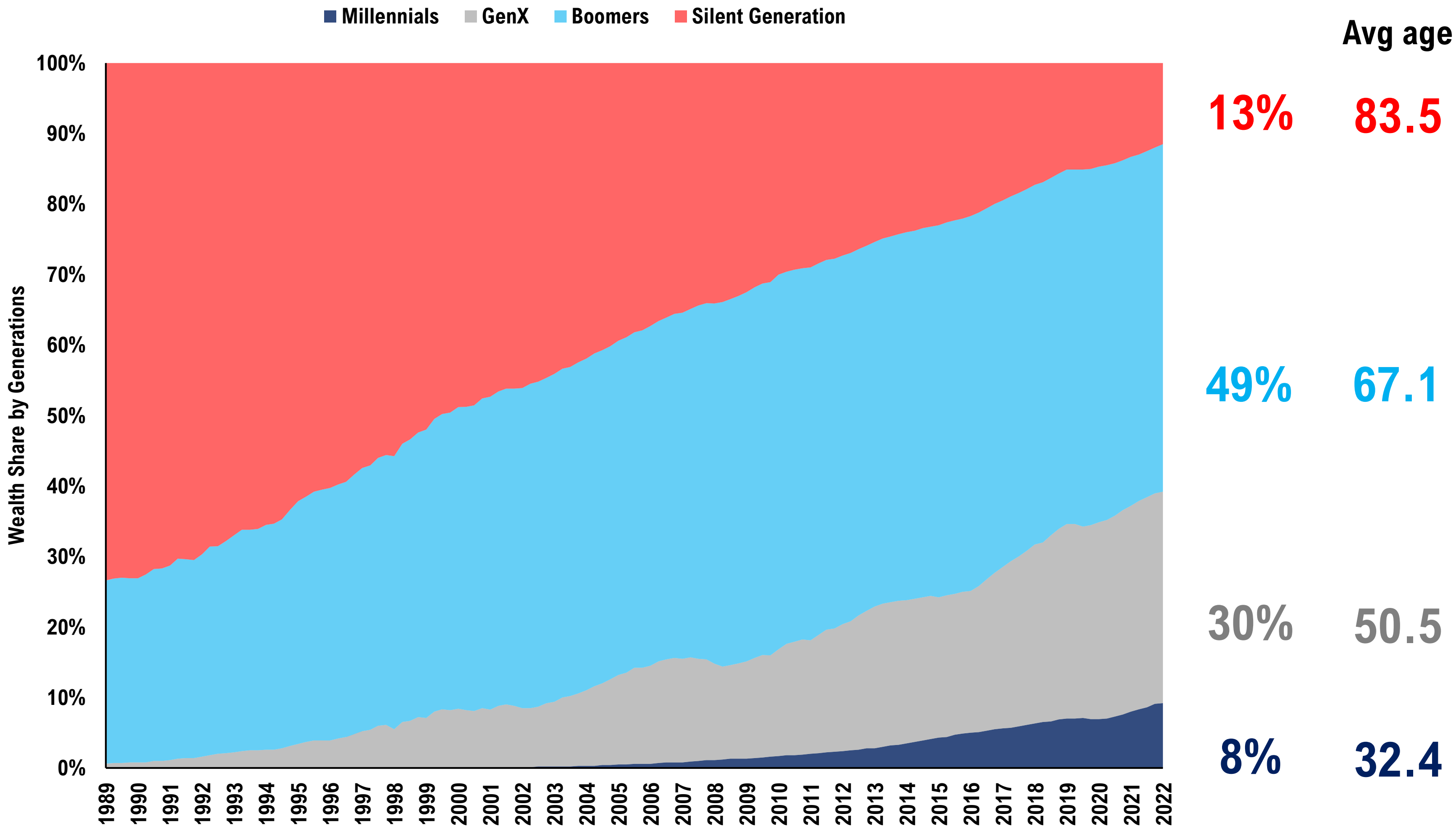
WEALTH TRANSFER: Millennials set to inherit $68 trillion in next 20 years

A study by Coldwell Banker (Coldwell Banker report here) shows Millennials are expected to inherit $68T over the next 20 years.

- **The latest Federal Reserve Survey of Consumer Finances shows that Boomers and Silent Generation control about 62% of the wealth. The Silent Generation controls $17 trillion today and is an average age of 83.5 (oldest is 95)**

Figure: Wealth share by generations

Since 1989



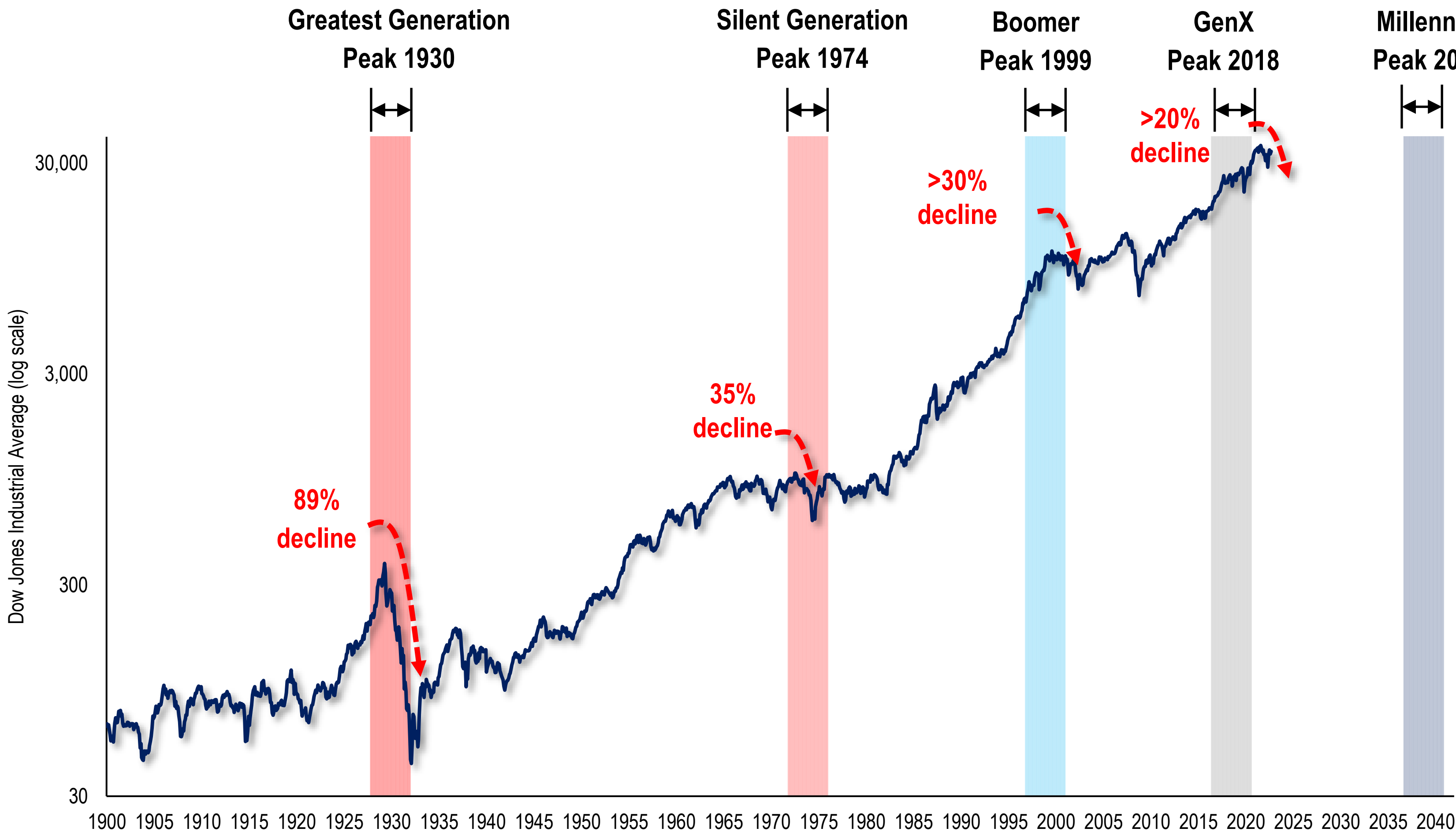
Source: Fundstrat, Federal Reserve DFA

DEMOGRAPHICS: Major market turning points with each generation's peak

Notably, equity markets tend to peak with each generation's peak. Notice this below.

- **GenX reached the peak size of the cohort in 2018.**

Figure: Dow Jones Industrials Average
Since 1900



Source: Fundstrat, Bloomberg

Disclaimer: Past performance does not guarantee future results

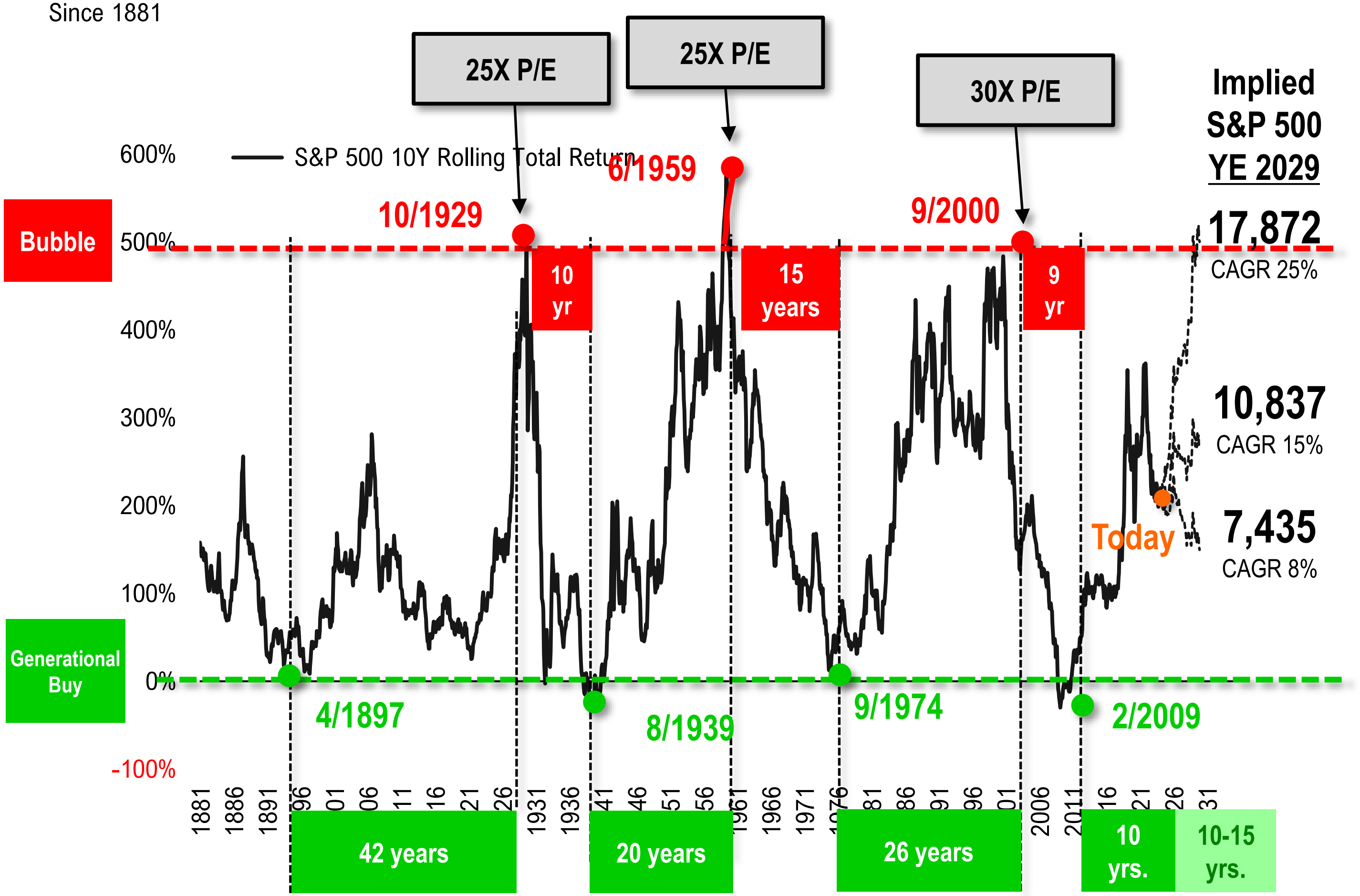
Long-term bull markets see peak acceleration to 500% 10-yr returns

Long-term bull markets last 20-42 years and peak returns accelerate to cumulative gain 500%…

- **The current bull market has risen for >10 years and if the history plays out, S&P 500 could reach >10,000 YE 2029 vs. 4,800 now.**

Figure: 10-year rolling returns of the US equities

Since 1881



To achieve 17,872 by '29		
NTM EPS GAGR	P/E CAGR	Ending P/E
15%	8.3%	36x
12%	11%	42x
10%	13%	47x
8%	15%	53x
5%	19%	62x

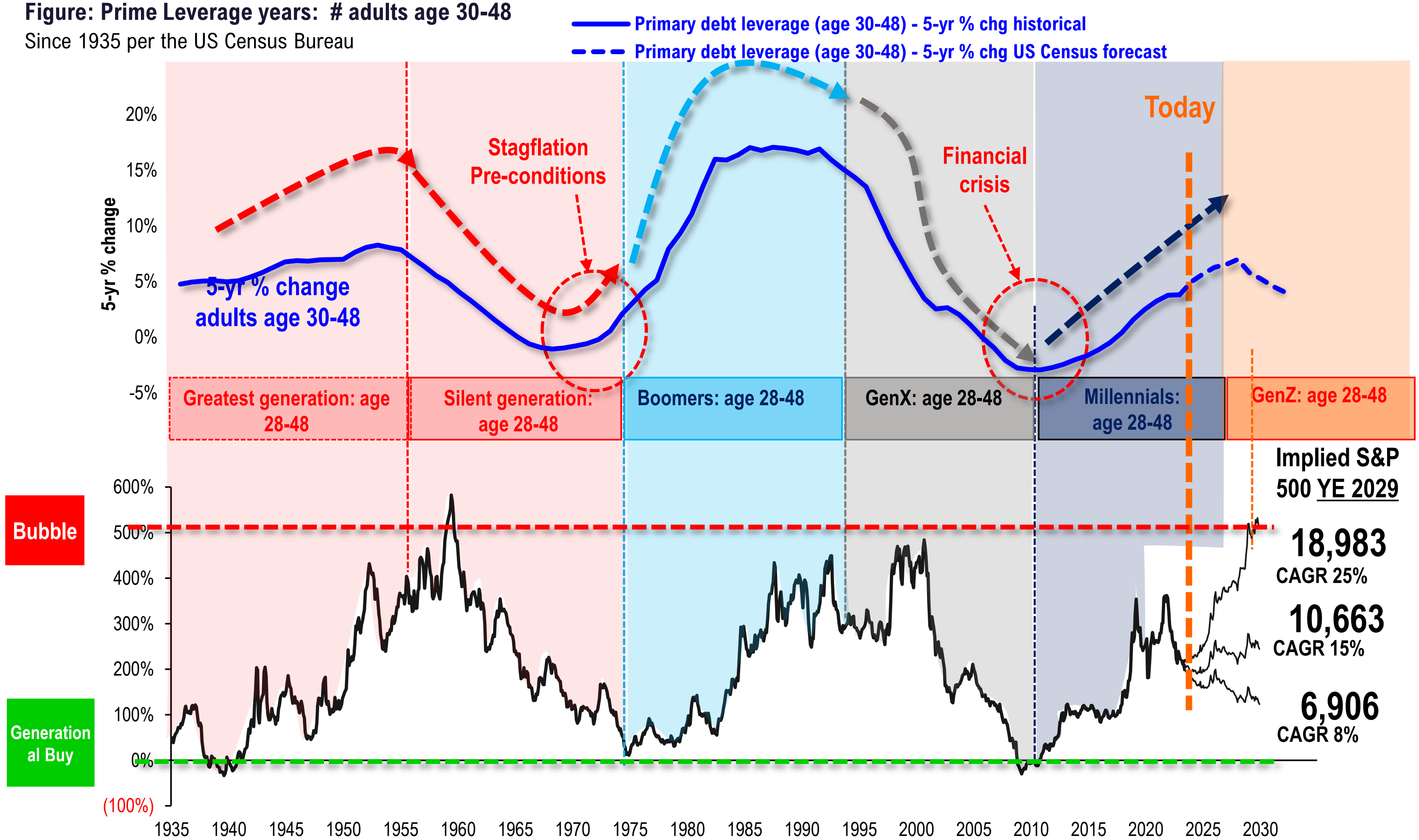
Source: Fundstrat, Bloomberg

Disclaimer: Past performance does not guarantee future results

STOCK: Like housing, equity markets also follow moves in adults age 28-48

We overlay the # of adults in "prime leverage age" (age 30-48) against the 10-year rolling total return of S&P 500 below.

Figure: Prime Leverage years: # adults age 30-48
Since 1935 per the US Census Bureau



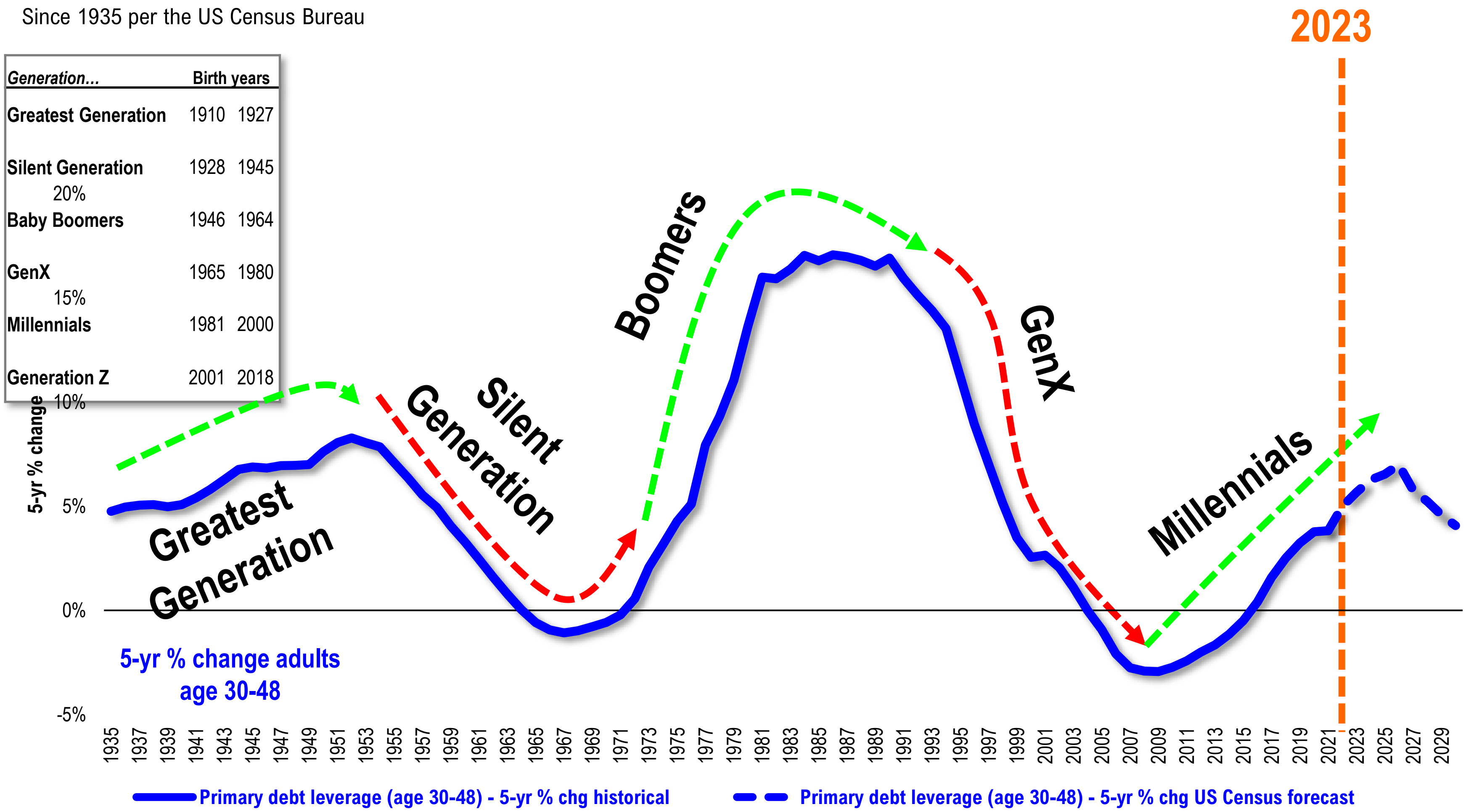
Source: Fundstrat, Bloomberg, BEA, National Association of Realtors, US Census Bureau

LABOR SUPPLY: Prime skilled US adults age 30-48 inflecting up and surging

The number of adults in "prime leverage age" (age 30-48) is below, based on data from the US Census Bureau.

- **This figure fell from 2001-2008 (is GFC not a surprise?) and as shown below, set to accelerate 2018 to 2026.**

Figure: Prime Leverage years: # adults age 30-48
Since 1935 per the US Census Bureau



Source: Fundstrat, Bloomberg, BEA, National Association of Realtors, US Census Bureau

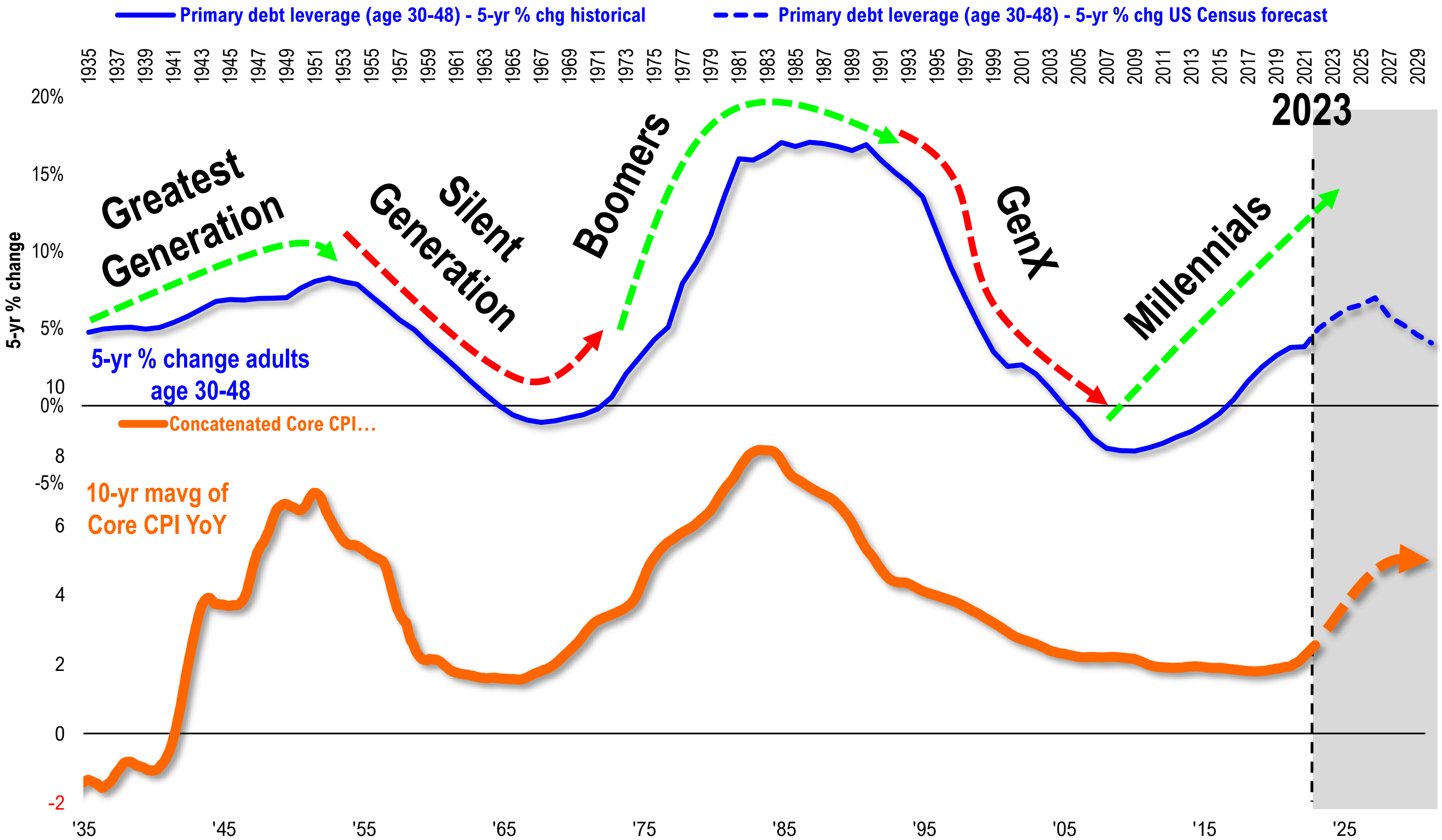
INFLATION: pricing levels follow the population in prime leverage age…

We overlay the # of adults in "prime leverage age" (age 30-48) against the 10-year moving average of US Core CPI growth.

- **As millennials enter their prime income/leverage age, the increasing demand could cause inflation to climb up.**

Figure: Prime Leverage years: # adults age 30-48

Since 1935 per the US Census Bureau



Source: Fundstrat, Bloomberg, BEA, National Association of Realtors, US Census Bureau

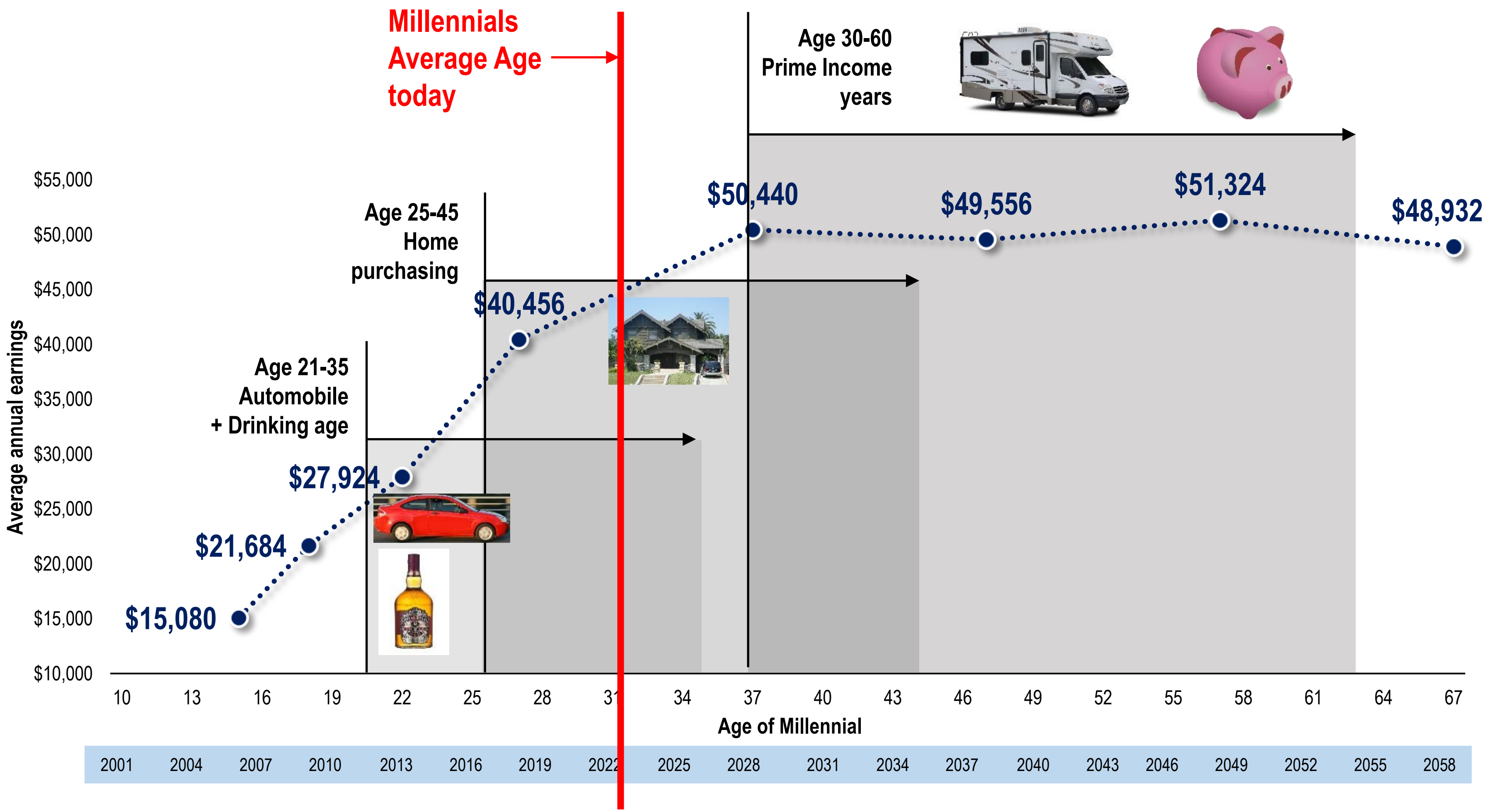
Millennials average age is 26.5… still early in life cycle

The oldest millennials are 36 but the average age is 26.5. As shown below, this means the peak of millennials are driving the automobile market but just beginning to impact the housing market. And early in the investing market.

- **As the following slides show, millennials are now the most important cohort to follow for several key segments.**

Figure: Life cycle of Millennial spending and income

Survey of Consumer Finance for 2017 "real income" levels (born between 1981-2000)



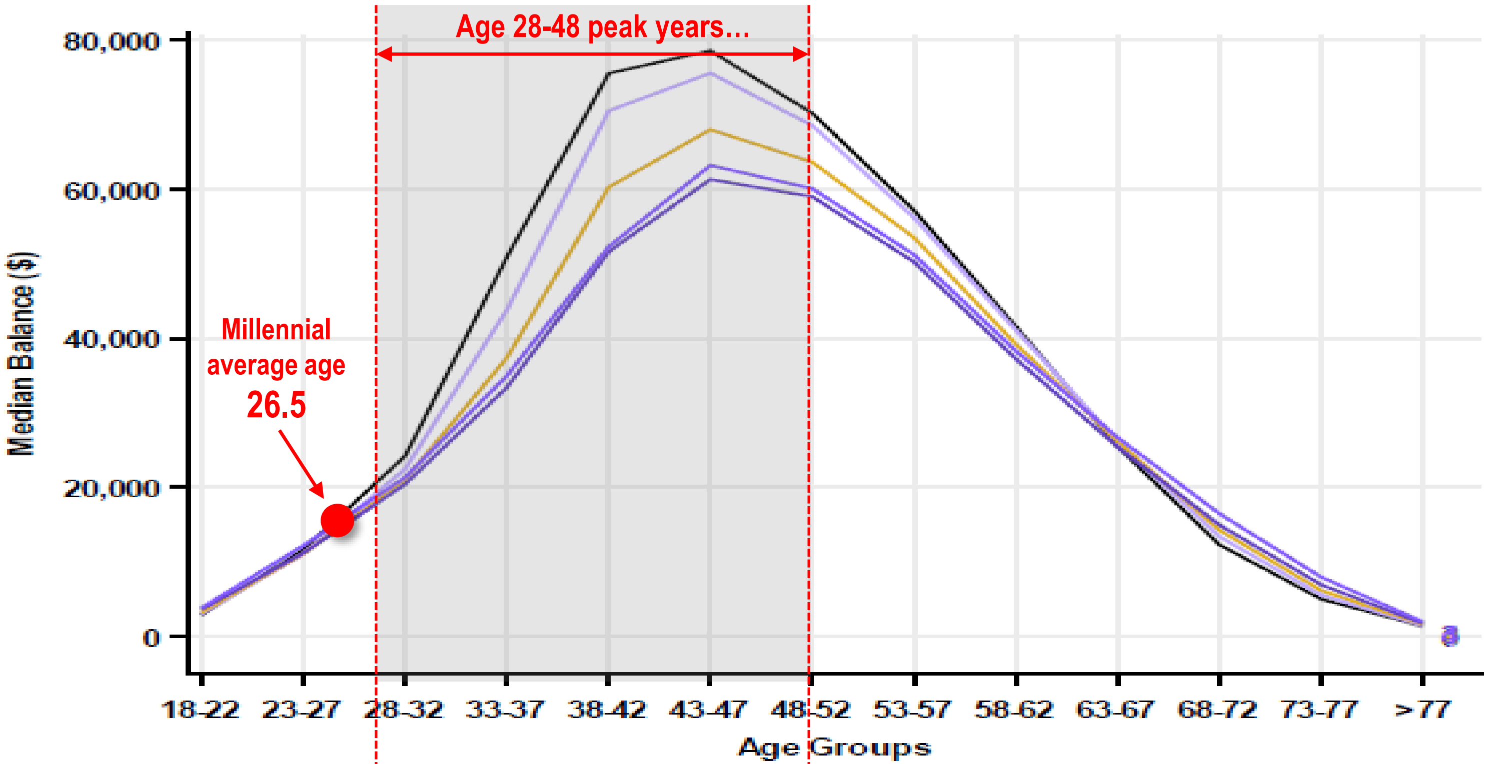
Source: Fundstrat, Bloomberg, Census Bureau

LEVERAGE: Household debt *peaks* between ages 28-53, or 2019 to 2039…

- **Millennials are about to become prime consumers of leverage. The Urban institute shows that leverage peaks between age 28-53. For Millennials, this is between 2019-2039.**

Figure: Median debt balance by Age Group

US data. From Urban Institute.



Millennials	**2009**	**2014**	**2019**	**2024**	**2029**	**2034**	**2039**	**2044**	**2049**	**2054**	**2059**
Median age	**18.0**	**23.0**	**27.0**	**32.0**	**37.0**	**42.0**	**47.0**	**52.0**	**57.0**	**62.0**	**67.0**

Millennials hit this between 2019-2039…

Source: Fundstrat, Bloomberg. https://www.urban.org

"Generational" Bets paid off for Boomers and for GenX

Figure: Comparative performance of Top 7 Consumer stocks
1980 to 2000

BOOMER SPEND VS PARENTS: Consumer Stocks was right vector

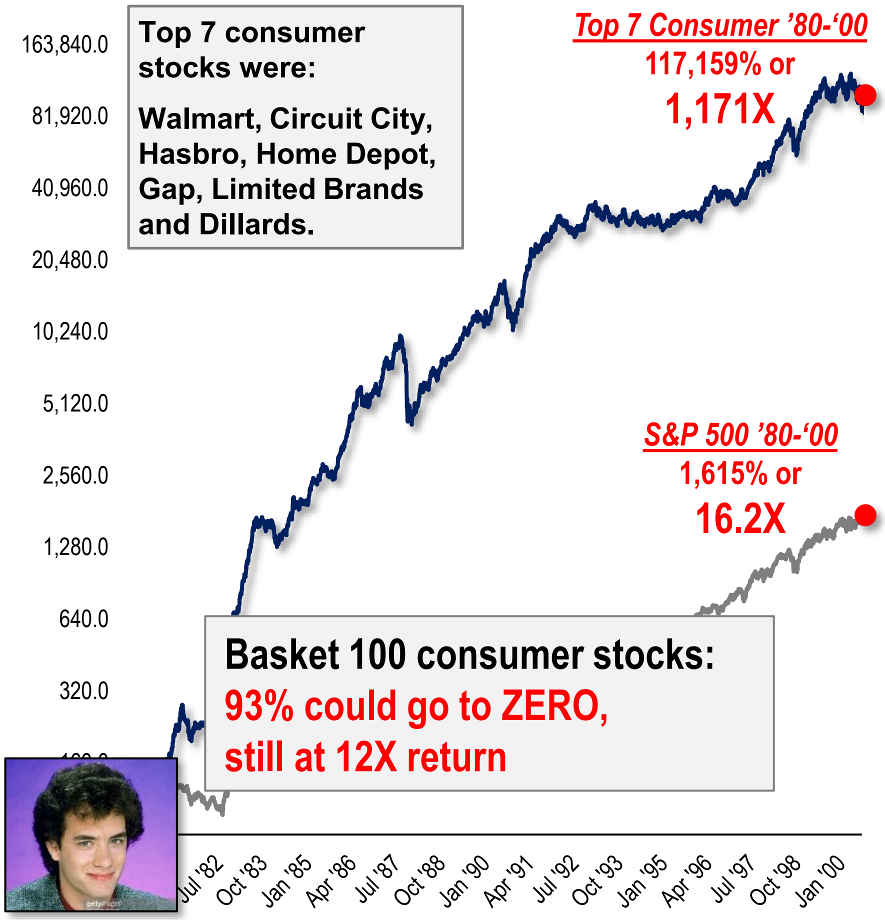
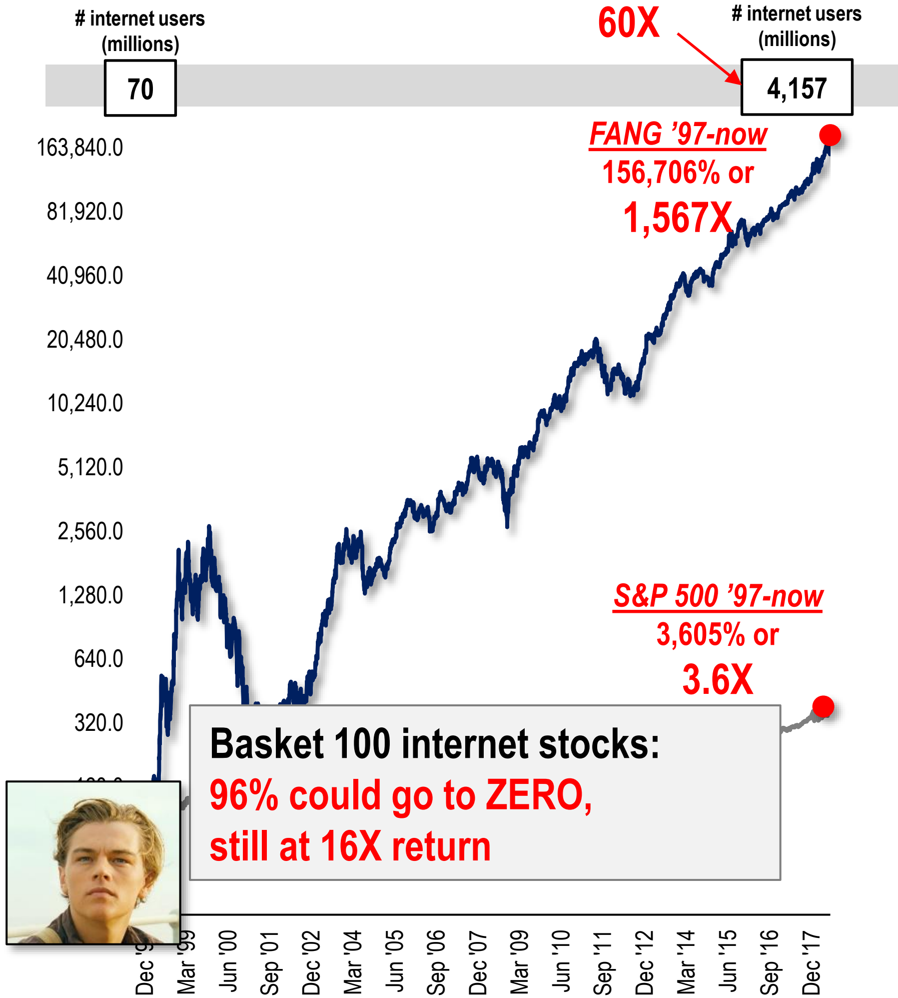


Figure: Comparative performance of FANG
1997 to now

GenX FANG: Internet

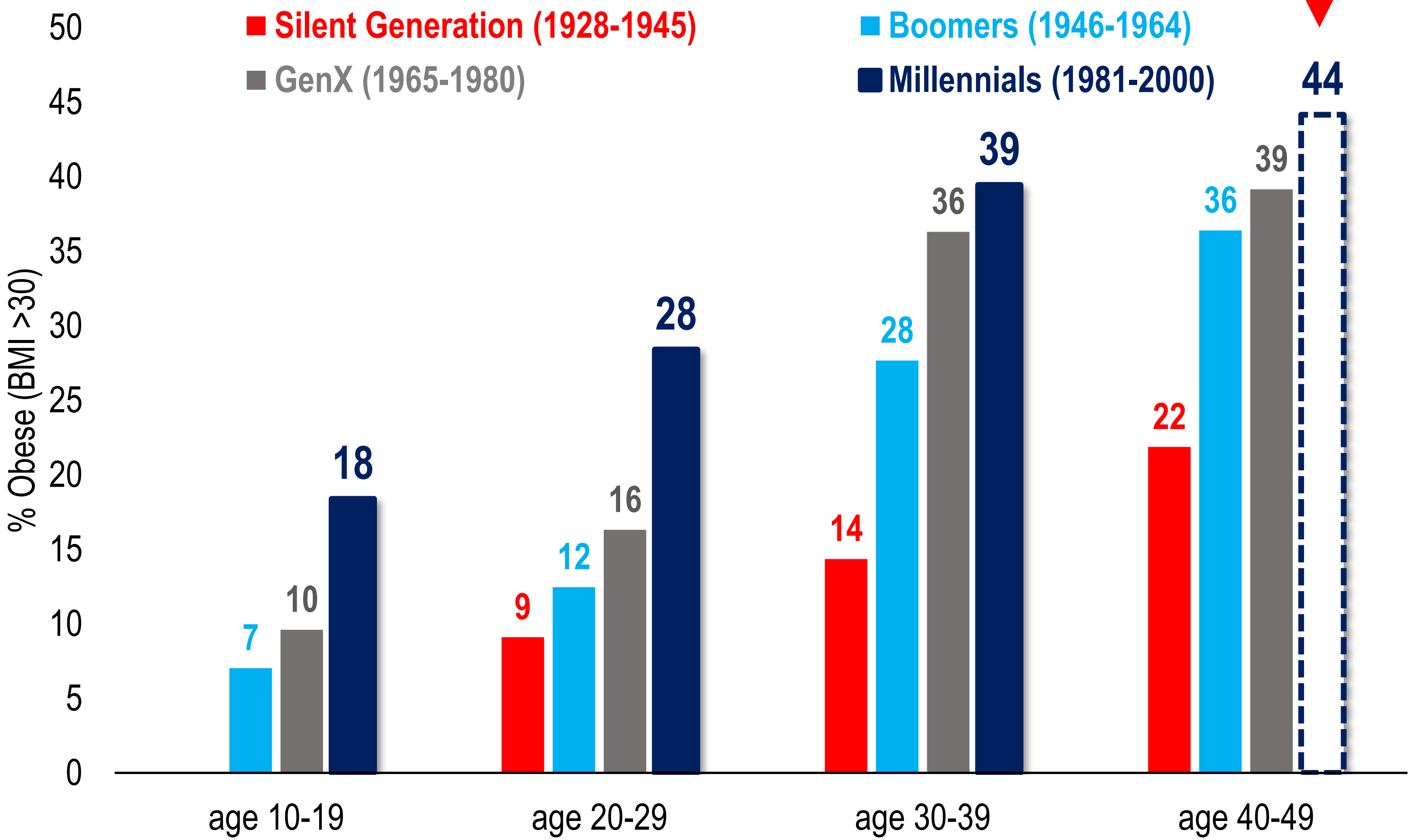


Source: Fundstrat, Bloomberg

LONGEVITY: Millennials most obese generation

44% of millennials will be obese by age 40

Figure: % of population Obese (BMI >30) for each generation at various age intervals
Percent of age cohort obese. Per CDC



Source: Fundstrat, BLS, http://physicalactivitycouncil.com/PDFs/current.pdf

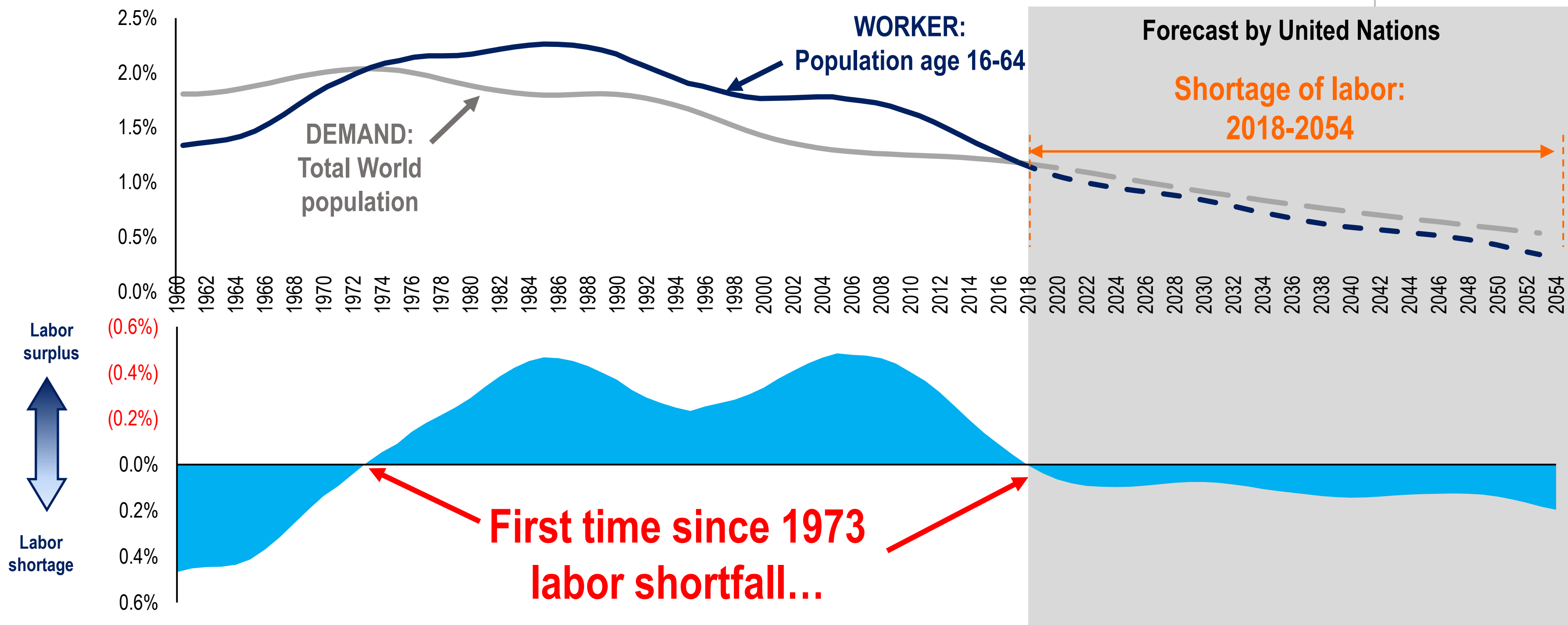
LABOR: Global excess supply of labor is gone, first time since 1973

Global labor supply is falling into a deficit. This is shown below and is most acute in high income countries (4.9% labor)

- **The decline in labor is widespread (except Africa and India, basically) and total shortfall is 43 million workers.**

Figure: Spread between total population growth and workforce growth (age 16-64)
Per UN DESA

	2018		2028		Delta		CAGR			
	Total	Workforce (16-64)	Total	Workforce (16-64)	Total	Workforce (16-64)	Total	Workforce (16-64)	Shortage	% current workforce
World	7,632,819	4,983,447	8,407,900	5,446,592	775,081	463,145	1.0%	0.9%	(42,903)	(0.9%)
World ex-Africa	6,344,899	4,264,461	6,778,314	4,501,749	433,416	237,288	0.7%	0.5%	(78,025)	(1.8%)
High-income countries	1,197,191	783,527	1,242,592	775,187	45,401	(8,340)	0.4%	(0.1%)	(38,054)	(4.9%)
Mid/Low-income countries	6,435,628	4,199,919	7,165,308	4,671,404	729,680	471,485	1.1%	1.1%	(4,849)	(0.1%)

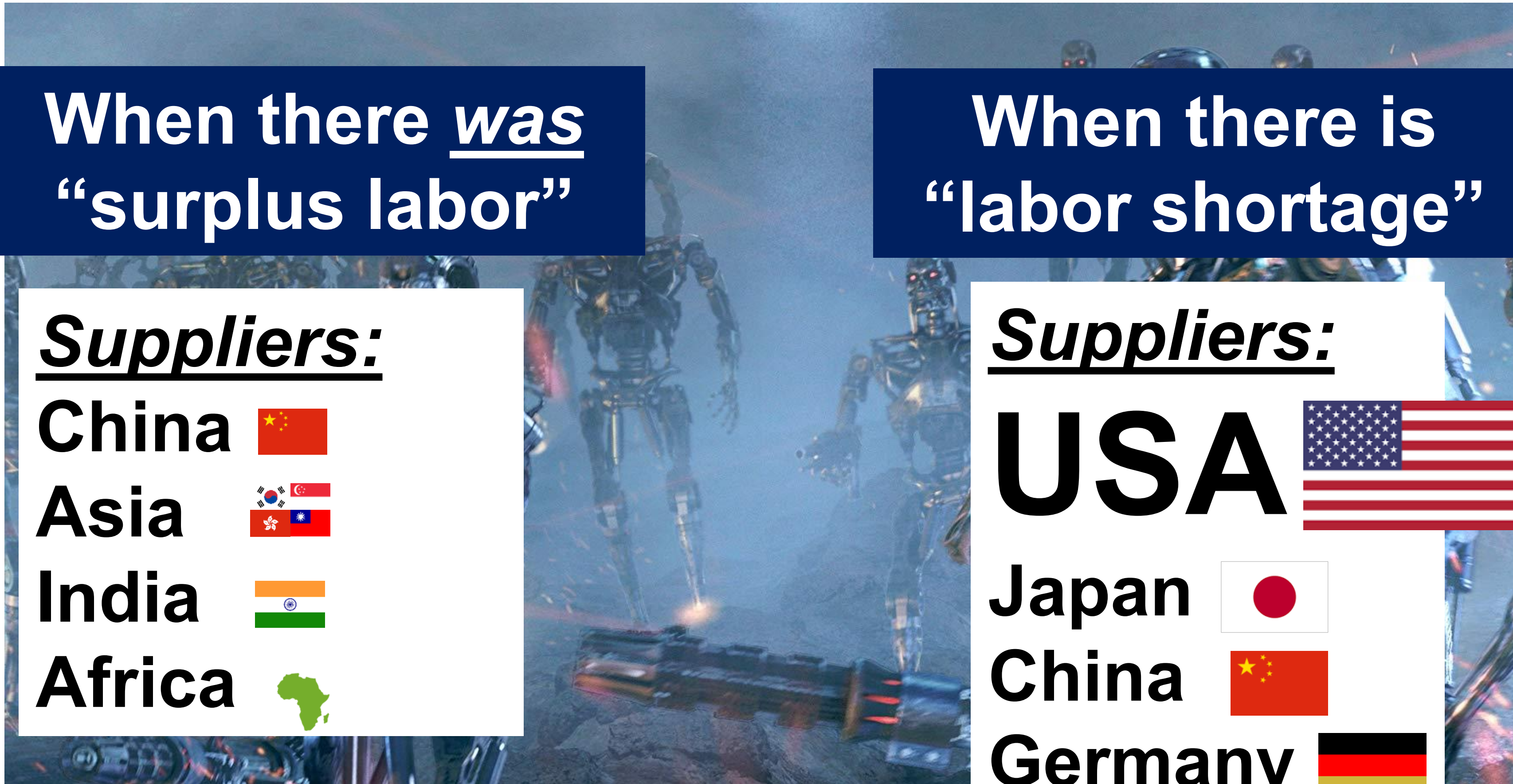


Source: Fundstrat

Macro Research

AUTOMATION: Labor Shortage ***drives demand*** for ‘automation’

‘Demand for automation drive by necessity’



When there *was* “surplus labor”

Suppliers:

- **China**
- **Asia**
- **India**
- **Africa**

When there is “labor shortage”

Suppliers:

- **USA**
- **Japan**
- **China**
- **Germany**

Macro Research

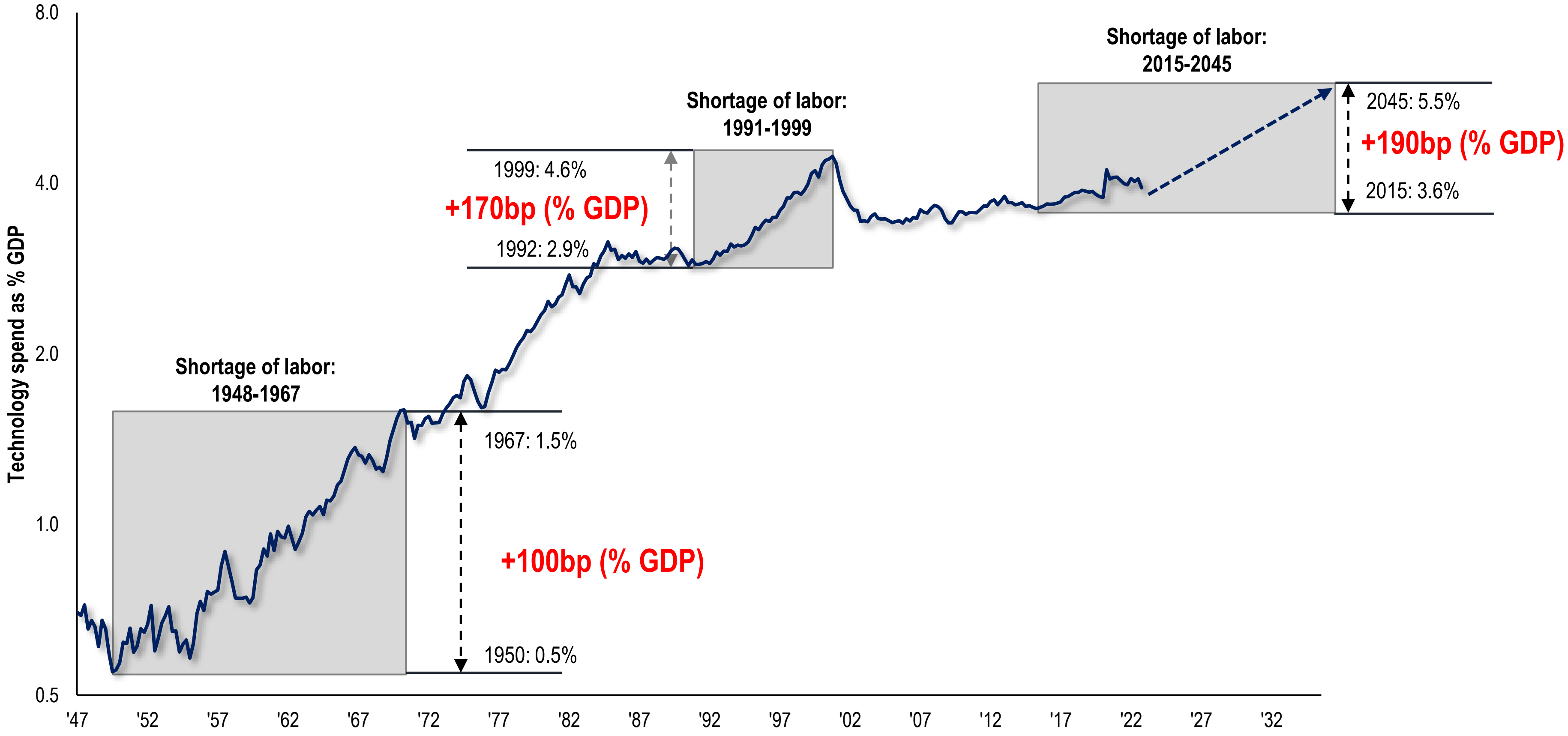
Prior periods of labor shortage saw a surge in Technology spending…

Technology spend (as % GDP) is shown below and the shaded areas show the two prior periods of "labor shortage" (population outstripped worker growth).

- **As shown, during both periods, Technology spend rose sharply as % GDP (+100bp, +170bp, respectively). This rise is not surprising—after all, companies meet production demands by automating.**
- **We believe Technology spend could rise to 5.5% of GDP from 3.6% in 2015 (when the shortage of labor started), given the large labor shortage developing.**

Figure: Technology spend as % GDP

Starting in 1947. Based on the sum of GDP components of Information Processing plus software (as % GDP)



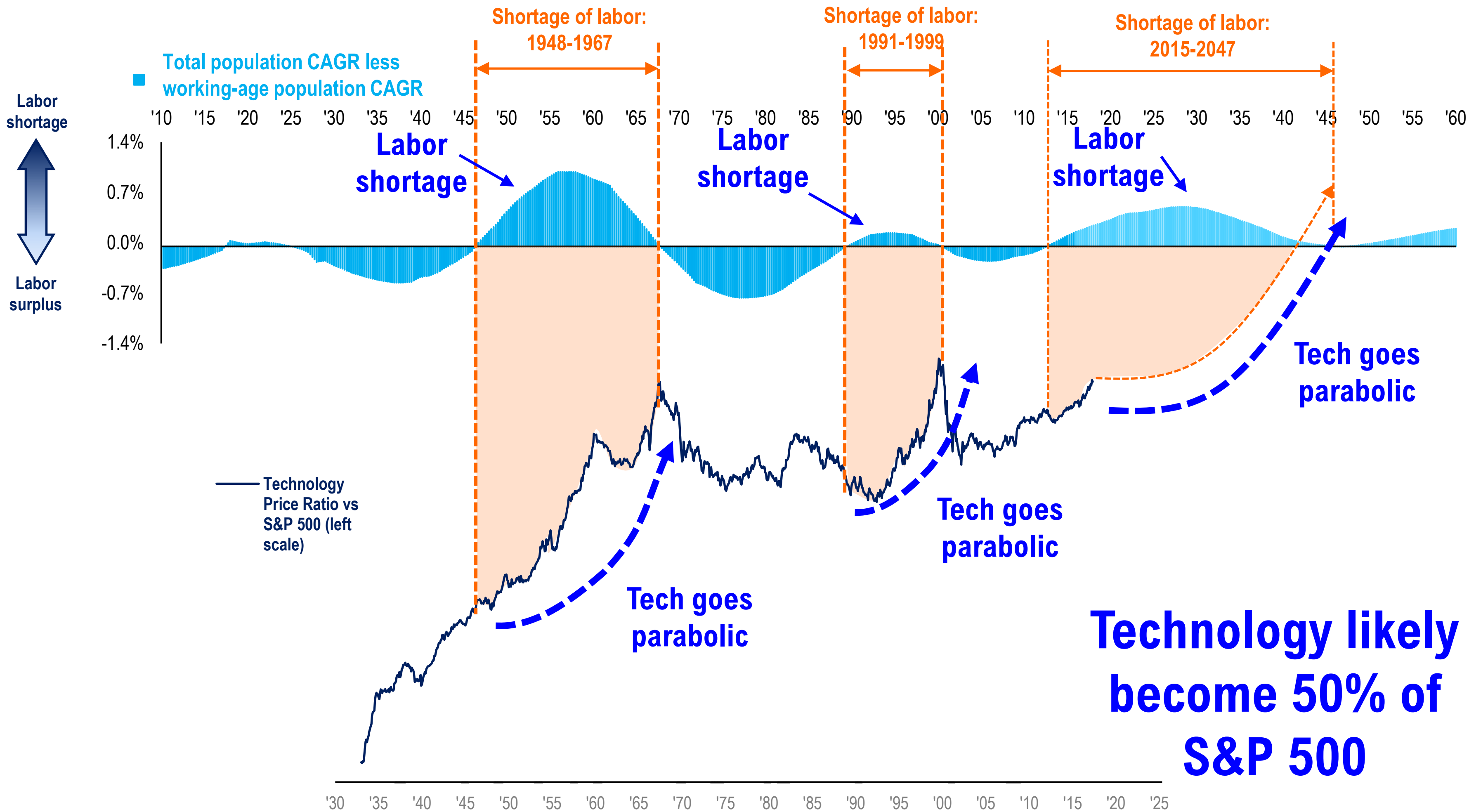
Source: Fundstrat, Bloomberg

AUTOMATION: Technology becomes 50% of S&P 500 weight

We have compared the performance of US Technology stocks (vs S&P 500) and indicated periods of labor shortage.

- **The outperformance of Technology during periods of labor shortage is substantial—and we believe the forecasted 2015-2047 to benefit Technology stocks.**

Figure: Comparative relative performance of US Technology stocks during periods of US labor shortage
Since 1930-now



Source: Fundstrat
Disclaimer: Past performance does not guarantee future results

Macro Research

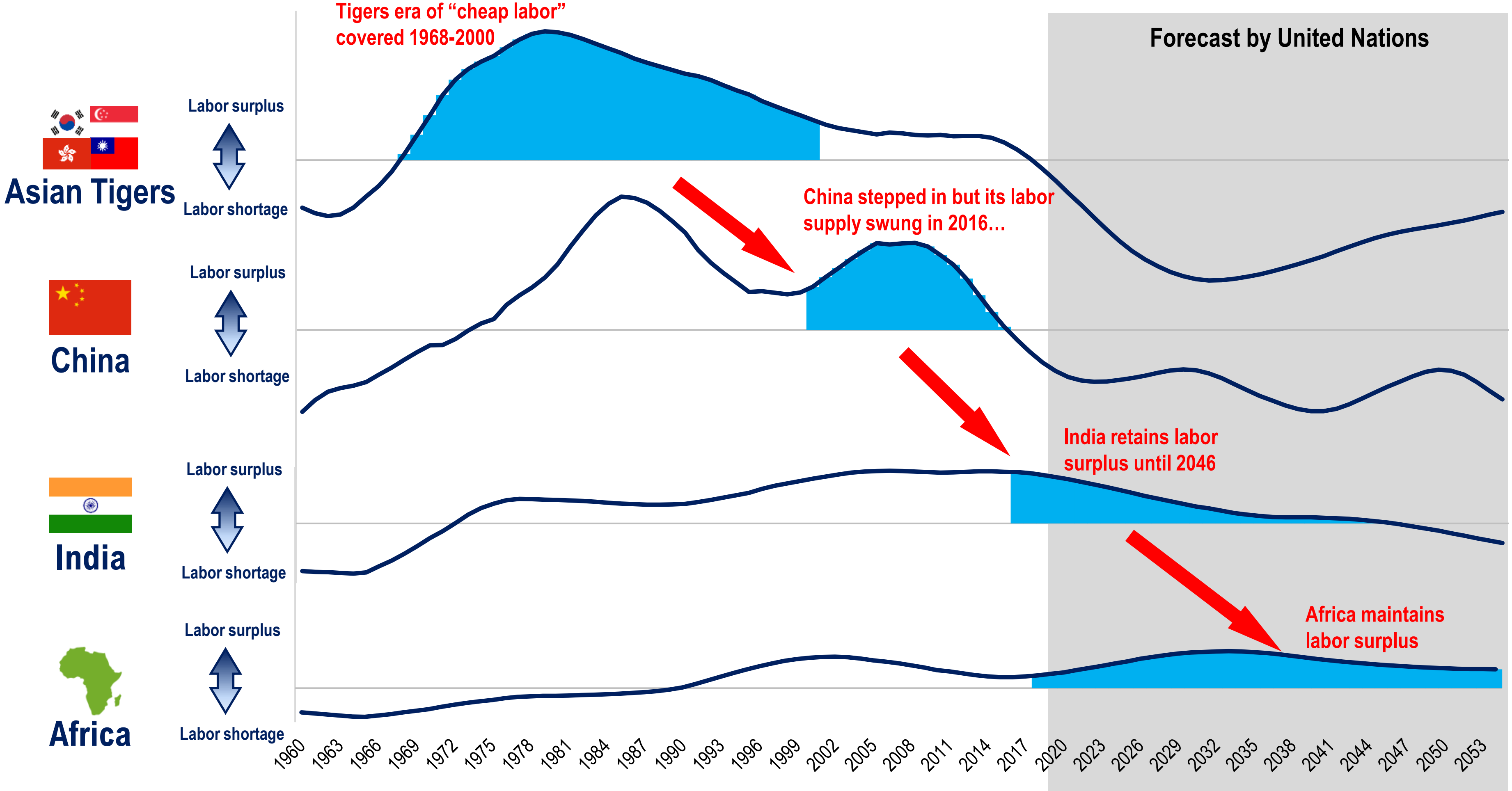
LABOR: From Tigers to China to India (until 2046) and Africa

China and the Four Asian Tigers (Hong Kong, Korea, Singapore and Taiwan) entered labor shortage recently.

- **In the chronology below is the progress of labor supply. The Tigers were the first, followed by China joining in the 2000s, and now we're seeing a shift in India. India's labor surplus will start to diminish in 2019, but won't enter labor shortage until 2046. Africa will maintain its labor surplus through the forecasted period.**

Figure: Spread between total population growth and workforce growth (age 16-64)

Per UN DESA



Source: Fundstrat

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