

# Outlier Growth

as of September 30, 2023



Innovative Portfolios for Intelligent Investors®

## OBJECTIVE

The Outlier Growth strategy seeks capital appreciation by attempting to identify stocks early in a growth cycle. These equities are viewed as candidates that could dramatically outperform the stock market, hence the name 'outliers.'

PERFORMANCE (%)		Inception Date: 11/1/2020	
Average (Annual)	2023 YTD	1-Year	Inception
Outlier Growth, Gross	19.76	30.39	6.75
Outlier Growth, Net	18.67	28.83	5.44
Russell 3000	12.39	20.46	10.48

Effective December 2020 Innovative Portfolios, LLC ("IP") was hired as the subadvisor for the composite. Performance after January 1, 2021 occurred while the investment management team was affiliated with IP. The same investment management team has managed the composite since its inception, and the investment process has not changed. After January 1, 2021, Sheaff Brock Investment Advisors, LLC performance has been linked to performance earned at IP. Data quoted represents past performance, which is no guarantee of future results.

## STRATEGY HIGHLIGHTS

Seeks capital appreciation from exposure to U.S. growth companies which attract significant institutional interest.

Diversification beyond typical 'blue chip' equity portfolios.

Active management focused on mitigating downside risk of individual companies.

## PORTFOLIO CONSTRUCTION

### 1ST | Universe

MAPsignals weekly ranking of equities with unusual spikes in volume are used to identify where material institutional money may be directed.

### 2ND | Rate

Apply William O'Neil's composite rating to score the strength of fundamentals and technicals of the identified volume-outlier stocks.

### 3RD | Screen

Utilize Revelation Research to analyze downside risk based on valuation, growth, fundamentals, and sentiment.

### 4TH | Decision

Generate a proprietary quantitative score to guide buy and sell decisions. The quantitative nature of the portfolio may result in higher than typical turnover.

## TOP 10 HOLDINGS<sup>1</sup> (%)

Super Micro Computer Inc	4.84
Eli Lilly And Co	4.14
NVIDIA Corporation	3.99
e.l.f. Beauty Inc	3.92
Arista Networks Inc	3.81
Quanta Services Inc	3.55
Old Dominion Freight Line Inc	3.53
Oracle Corp	3.43
Lennar Corp	3.35
D.R. Horton Inc	3.35

## SECTOR ALLOCATION<sup>1</sup> (%)

Information Technology	44.8
Health Care	19.5
Consumer Discretionary	11.0
Industrials	10.1
Financials	5.3
Consumer Staples	4.0
Communication Services	3.0
Materials	2.3

## EQUITY MARKET CAPITALIZATION<sup>1</sup> (%)

Mega Cap	21.0
Large Cap	51.4
Medium Cap	26.0
Small Cap	1.6
Micro Cap	0.0

Holdings and portfolio weights are subject to change without notice. Portfolio holdings are provided for informational purposes only and should not be deemed as a recommendation to buy, sell or hold any security.

## PORTFOLIO MANAGERS

### Dave Gilreath, CFP®

Managing Director, Chief Investment Officer  
Industry since 1981

### Tom Kaiser, CFA, CPA

Portfolio Manager, Research Analyst  
Industry since 2010

## COMPANY PROFILE

- Founded 11/2/2001
- Principals: David S. Gilreath, CFP®, and Ron Brock
- \$1.2 billion total assets under management (as of 9/30/2023)

## ADDITIONAL STRATEGIES

### GROWTH

- Bulls of the Dow
- IntelliBuild® Growth
- Outlier Growth

### GROWTH & INCOME

- Covered Call Income
- Dividend Growth & Income
- Real Estate Income & Growth

### FIXED INCOME

- Preferred Income

### OPTION OVERLAY

- Index Income Overlay

# Disclosures

**Organization:** Sheaff Brock Investment Advisors, LLC ("SBIA"), established in 2001, is registered as an investment advisor with the Securities and Exchange Commission. SBIA is wholly owned by Sheaff Brock Capital Management, LLC ("SBCM").

Effective December 2020 Innovative Portfolios, LLC ("IP"), an SEC registered investment advisor and wholly owned subsidiary of SBCM, was hired as the subadvisor for the composite. Performance after January 1, 2021 occurred while the investment management team was affiliated with IP. The same investment management team has managed the composite since its inception, and the investment process has not changed. Performance after January 1, 2021 has been linked to performance earned at IP. IP policies for valuing investments and calculating performance are available upon request.

**Description:** The Outlier Growth Composite invests in approximately 33 stocks of high-quality rapidly growing U.S. companies. The investment objective of the composite is capital appreciation. The Outlier Growth Composite consists of fully discretionary portfolios, including those accounts no longer with the firm. The composite excludes portfolios under \$50,000. For comparison purposes the composite is measured against the Russell 3000 Index. The Composite inception date is November 1, 2020.

Performance presented are time-weighted returns. Valuations and performance is reported in U.S. dollars. Composite performance is presented on gross-of-fees and net-of-fees basis and includes the reinvestment of income (dividends/interest). Gross-of-fees returns are presented before management and custodial fees but after all trading expenses. Net-of-fees returns are calculated by deducting a model management fee of 0.3125,  $\frac{1}{4}$  of the highest annual management fee of 1.25%, from the quarterly gross composite return, applied the first month of each quarter. Actual advisory fees incurred by clients may vary.

The benchmark is the Russell 3000, a market-capitalization-weighted equity index that provides exposure to the entire U.S. stock market, tracking 3,000 of the largest U.S.-traded stocks. An index should only be compared with a mandate that has a similar investment objective. An index is not available for direct investment and does not reflect any of the costs associated with buying and selling individual securities or management fees, the incurrence of which would have the effect of decreasing historical performance results. There can be no assurances that a composite will match or outperform any particular benchmark.

Past performance is no guarantee of future performance and there is a risk of loss of all or part of your investment. Individual client performance returns may be different than the composite returns listed. Changes in investment strategies, contributions or withdrawals, and economic conditions may materially alter the performance of your portfolio.

Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment or strategy will be suitable or profitable for a client's portfolio. Information is obtained from sources SBIA believes are reliable, however, SBIA does not audit, verify, or guarantee the accuracy or completeness of any material contained herein.

Certain information expressed represents an assessment at a specific point in time and is not intended to be a forecast or guarantee of future performance, nor is it intended to speak to any future time periods. The information and data in the composite overview does not constitute legal, tax, accounting, investment, or other professional advice. The information provided in the composite overview should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in the composite at the time you receive the composite overview or that securities sold have not been repurchased. The securities discussed may not represent the entire portfolio. It should not be assumed that any securities transaction or holding discussed was or will prove to be profitable, or that the investment recommendations or decisions in the future will be profitable or will equal the investment performance of the securities discussed herein.

<sup>1</sup> Portfolio characteristics are computed based on SBIA composite subadvised by IP.

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