



# The Potential Price-to-Earnings Drawback

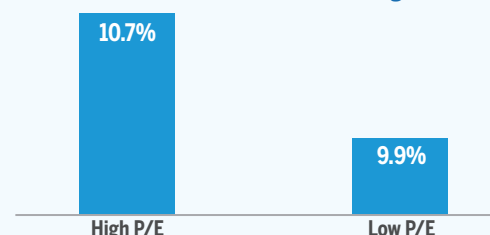
Price-to-earnings (P/E) ratios are a common starting point for many investors evaluating investment decisions. However, the evolution of our modern economy has led companies to invest more heavily in intangible assets (e.g., research & development) rather than tangible assets (e.g., factories, inventory, equipment), which can distort P/E ratios. This shift suggests that investors may want to also incorporate free cash flow (FCF) data in their analysis, as it may provide a more holistic view of a company's financial well-being.

## Valuation Caution

Relying solely on a single valuation metric, such as P/E ratios, for investment decisions may not be helpful, in our view. Historical data shows that high P/E stocks have outperformed low P/E stocks over the past decade, challenging the notion that lower valuations consistently lead to better returns.

## No Advantage to Lower P/E's

### Annualized S&P 500 Return 10 Years Ending June 2024

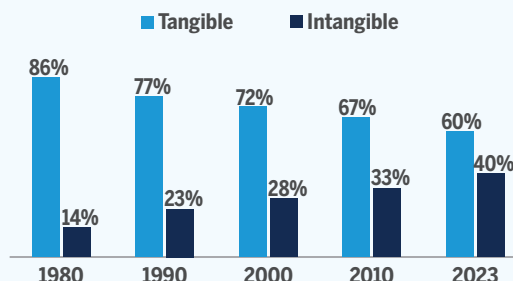


Source: FactSet and Standard & Poor's. High P/E's are highest two quintiles of the S&P 500 Index and low P/E's are lowest two quintiles. Data calculated monthly. **The performance data quoted represents past performance, which is not an indication or a guarantee of future results.**

## Intangible Assets Distorting Metrics?

Companies have increased their investments in intangible assets over the past several decades. This has, in our view, created accounting issues given that internal spending on intangible assets is generally expensed, resulting in lower earnings than had they been capitalized. As a result, a company's true asset value may be misrepresented when evaluated based solely on earnings.

## Business Investment: Intangible vs. Tangible



Source: Bureau of Economic Analysis as of 12/31/2023. Data represents nonresidential fixed investment. Tangible spend is comprised of structures and equipment and intangible spend is comprised of intellectual property products including software and R&D.

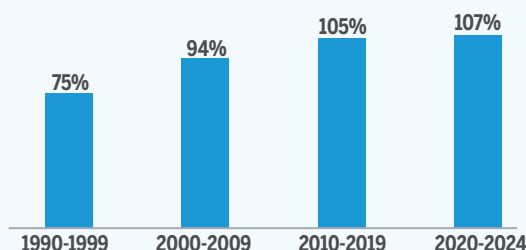
## Rising Free Cash Flow Conversion

The increase in intangible asset investments is likely contributing to higher free cash flow relative to earnings—known as FCF conversion—for the S&P 500. In our view, FCF metrics such as price to free cash flow (P/FCF) are therefore at least as relevant as P/E when evaluating companies.

We believe that higher free cash flow conversion implies that a higher price-to-earnings ratio is appropriate relative to history. This may have a profound impact on security selection as well as asset allocation models that utilize accounting-based valuation metrics such as P/E, potentially implying higher equity allocations.

## Follow the Cash Flow

### Increasing S&P 500 Cash Flow Conversion Free Cash Flow % of Net Income



Source: FactSet and Standard & Poor's as of 6/30/2024.

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Price-to-earnings (P/E) ratio is a company's share price compared to earnings per share.

Free cash flow is the cash a company generates after taking into consideration cash outflows that support its operations and maintain its capital assets.

Price to Free Cash Flow is a company's market capitalization over its free cash flow.

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