## Institutional Presentation

## PACER CASH COWS INDEX® ETF STRATEGIES

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**Annualized average return** represents the calculated hypothetical rate of return that, if cumulatively applied to each relevant annual period during the time period indicated, would result in the actual cumulative rate of return for the entire period.

The Morningstar Rating™ for funds, or "star rating", is calculated for managed products (including mutual funds, variable annuity and variable life subaccounts, exchange-traded funds, closed-end funds, and separate accounts) with at least a three-year history. Exchange-traded funds and open-ended mutual funds are considered a single population for comparative purposes. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product's monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The Morningstar Rating does not include any adjustment for sales load. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star.

The Overall Morningstar Rating for a managed product is derived from a weighted average of the performance figures associated with its three-, five-, and 10-year (if applicable) Morningstar Rating metrics. The weights are: 100% three- year rating for 36-59 months of total returns, 60% five-year rating/40% three-year rating for 60-119 months of total returns, and 50% 10-year rating/30% five-year rating/20% three-year rating for 120 or more months of total returns. While the 10-year overall star rating formula seems to give the most weight to the 10-year period, the most recent three-year period actually has the greatest impact because it is included in all three rating periods.

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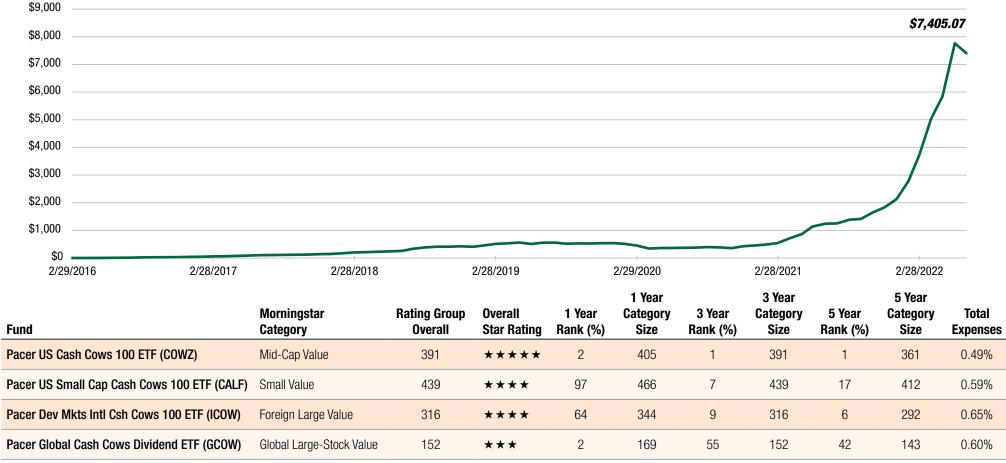
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#### **GROWTH OF CASH COWS ETF SERIES**

#### **CASH COWS AUM** as of 6/30/22 (\$million)



Morningstar Overall Star Ratings reflect risk-adjusted performance. 1-year, 3-year and 5-year Morningstar percentile rankings reflect total return.

#### PAST PERFORMANCE IS NOT INDICATIVE OF FUTURE RESULTS.

**CALF Overall Morningstar Rating 4 stars:** Class ETF Shares, Small Value category; 439 funds. 3-year rating 5 stars; 439 funds. 5- and 10-year periods not rated. Ratings reflect risk-adjustment performance. Overall Morningstar Rating for a fund is derived from a weighted average of the performance figures associated with its 3-, 5- and 10-year (if applicable) Morningstar Rating metrics.

**ICOW Overall Morningstar Rating 4 stars:** Class ETF Shares, Foreign Large Value category; 316 funds. 3-year rating 4 stars; 316 funds. 5- and 10-year periods not rated. Ratings reflect risk-adjustment performance. Overall Morningstar Rating for a fund is derived from a weighted average of the performance figures associated with its 3-, 5- and 10-year (if applicable) Morningstar Rating metrics.

**COWZ Overall Morningstar Rating 5 stars:** Class ETF Shares, Mid-Cap Value category; 391 funds. 3-year rating 5 stars; 391 funds. 5-year rating 5 stars; 361 funds. 10-year period not rated. Ratings reflect risk-adjustment performance. Overall Morningstar Rating for a fund is derived from a weighted average of the performance figures associated with its 3-, 5- and 10-year (if applicable) Morningstar Rating metrics.

**GCOW Overall Morningstar Rating 3 stars:** Class ETF Shares, Global Large-Stock Value category; 152 funds. 3-year rating 3 stars; 152 funds. 5-year rating 3 stars; 143 funds. 10-year period not rated. Ratings reflect risk-adjustment performance. Overall Morningstar Rating for a fund is derived from a weighted average of the performance figures associated with its 3-, 5- and 10-year (if applicable) Morningstar Rating metrics. 2021 Morningstar, Inc. All rights reserved. The information contained herein: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete, or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. Past performance is no guarantee of future results.

1 Year Rank (%): Percentile ranking to compare the fund's return to other funds within its Morningstar Category over a 1-year period, with lower numbers indicating better performance.

3 Year Rank (%): Percentile ranking to compare the fund's return to other funds within its Morningstar Category over a 3-year period, with lower numbers indicating better performance.

5 Year Rank (%): Percentile ranking to compare the fund's return to other funds within its Morningstar Category over a 5-year period, with lower numbers indicating better performance.

#### **LIVE PERFORMANCE**

					Total	Returns (%) as of 6	/30/22	Ţ	otal Returns (	%) as of 6/30/	22
	Ticker	Total Expenses	Fund Inception		1 Month	3 Month	YTD	1 Year	3 Year	5 Year	Since Fund Inception
Pacer US Cash Cows 100 ETF	COWZ	0.49%	12/16/16	NAV	-13.85	-12.90	-7.71	2.48	17.08	12.99	12.66
Pacer US Cash Cows 100 ETF	GUWZ	0.49%	12/10/10	Market Price	-13.96	-13.06	-7.82	2.49	17.10	12.87	12.60
Pacer US Cash Cows 100 Index					-13.86	-12.83	-7.49	3.06	17.50	13.42	13.10
Russell 1000 Value Index					-8.74	-12.21	-12.86	-6.82	6.87	7.17	7.20
Pacer US Small Cap Cash Cows 100	CALF	0.59%	6/16/17	NAV	-11.88	-15.73	-20.94	-22.39	14.02	7.24	7.81
ETF	GALF	0.59%	0/10/17	Market Price	-11.76	-15.70	-20.96	-22.34	13.94	7.15	7.78
Pacer US Small Cap Cash Cows Index					-11.85	-15.70	-20.71	-21.90	14.42	7.56	8.12
S&P SmallCap 600 Index					-8.55	-14.11	-18.94	-16.81	7.30	7.20	7.24
Pacer Developed Markets	IOOM	0.050/	0/40/47	NAV	-12.41	-13.02	-12.15	-14.59	4.13	3.89	4.05
International Cash Cows 100 ETF	ICOW	0.65%	6/16/17	Market Price	-12.21	-12.78	-12.21	-14.53	4.34	3.84	4.11
Pacer Developed Markets International	Cash Cows	s 100 Index			-12.59	-13.60	-12.15	-14.05	5.08	4.84	4.98
FTSE Developed ex-US Index					-9.66	-14.67	-18.89	-17.51	2.58	3.40	3.33
Pacer Global Cash Cows Dividend ETF	GCOW	0.000/	2/22/16	NAV	-9.85	-7.53	-0.37	2.27	4.76	5.27	7.26
Pacer Global Cash Cows Dividend ETF	GCUW	GCOW 0.60%	2/22/10	Market Price	-9.81	-7.33	-0.49	2.44	4.83	5.21	7.28
Pacer Global Cash Cows Dividend Index	•				-10.01	-7.70	-0.11	3.05	5.61	6.18	8.19
Pacer Global Cash Cows Dividend Price	Return Inc	dex			-10.33	-8.84	-2.69	-1.72	0.63	1.44	3.50
FTSE Developed Large-Cap Index					-8.47	-16.09	-20.43	-14.11	7.73	8.38	10.78
December 2011	DIII	0.000/	E /0 /40	NAV	-11.83	-17.17	-24.72	-14.50	10.55	N/A	9.70
Pacer US Cash Cows Growth ETF	BUL	0.60%	5/2/19	Market Price	-11.50	-16.99	-24.38	-14.87	10.63	N/A	9.81
Pacer US Cash Cows Growth Index					-11.85	-17.16	-24.69	-14.37	10.79	N/A	9.90
S&P 900 Pure Growth Index					-11.59	-19.67	-29.39	-23.60	6.13	7.29	5.89
Pacer Emerging Markets Cash Cows	FOOTH	0.700/	5/0/40	NAV	-12.57	-16.55	-18.88	-22.36	-2.68	N/A	-2.10
100 ETF	ECOW	0.70%	5/2/19	Market Price	-12.00	-14.94	-18.63	-22.24	-2.54	N/A	-1.87
Pacer Emerging Markets Cash Cows 100 Index					-12.78	-15.90	-17.78	-20.97	-1.50	2.72	-0.76
FTSE Emerging Markets Index					-5.32	-10.30	-15.01	-21.56	1.61	3.21	1.21
Deturne less than 1 year are sumulative	D .										

Returns less than 1 year are cumulative. Returns greater than 1 year are annualized.

Performance quoted represents past performance and does not guarantee future results. Investment return and principal value will fluctuate, so shares may be worth more or less when redeemed or sold. Current performance may be lower or higher than the performance quoted. Visit http://www.paceretfs.com for the most recent month-end performance. Index returns are for illustrative purposes only. Index performance does not reflect any management fees, transaction costs, or expenses. You cannot invest directly in an index.

**NAV** (net asset value) is the value of one share of the Fund calculated daily. The NAV return is based on the NAV of the Fund. It may not reflect the actual return for the investor.

Market Price is the price investors can buy and sell ETF shares for in the stock market and is used to calculate market return. It is based on the price at the Cboe listed exchange market close. This is when NAV is determined for most ETFs. If shares trade at another time, the return may differ. Market and NAV returns assume that dividends and capital gain distributions have been reinvested in the Fund at Market Price and NAV respectively.

## **RETHINKING VALUE**

### THE PROBLEM WITH TRADITIONAL VALUE

The price-to-book ratio remains a key input to all major value indexes.

MSCI USA Value Index	S&P 500 Value Index	Russell 1000 Value Index
Value	Value	Value
Book to Price	Book to Price	Book to Price
12-month Forward Earnings to Price	Earnings to Price	
Dividend Yield	Sales to Price	

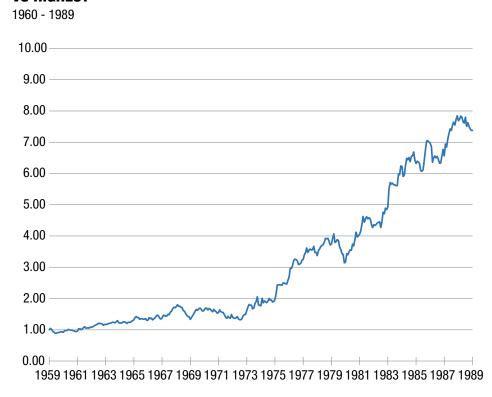
#### THE PROBLEM WITH TRADITIONAL VALUE

Performance of value indexes relies on price-to-book value (P/B) as the primary determinant

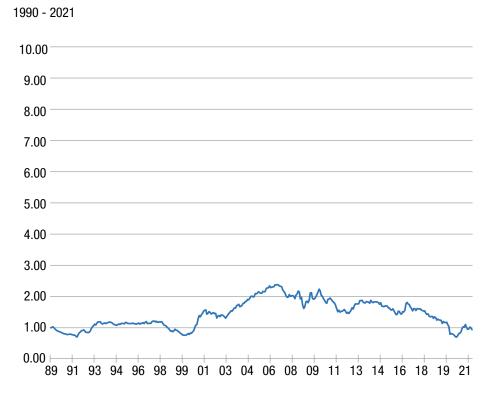
- From 1960 to 1989, the cheapest 20% of stocks based on P/B significantly outperformed the most expensive 20%
- However, from 1990 through 2021, the relative performance of the cheapest P/B stocks was much more muted

P/B then ceased to be as effective as the economy shifted toward intangible investments that are not captured

## RELATIVE PERFORMANCE OF CHEAPEST STOCKS BASED ON PRICE/BOOK VS HIGHEST



## RELATIVE PERFORMANCE OF CHEAPEST STOCKS BASED ON PRICE/BOOK VS HIGHEST



#### THE PROBLEM WITH TRADITIONAL VALUE

### **COMPONENTS** of S&P 500 MARKET VALUE



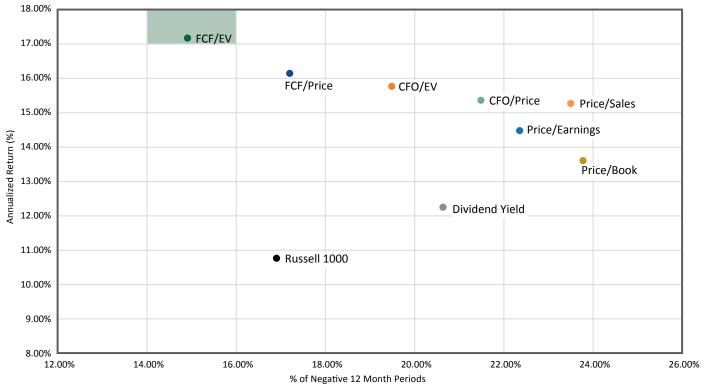
- Traditional book value makes less sense in an econmy driven by intangibles, such as patents, licensing agreements, proprietary data, brand value, and network effects.
- Now, companies' value and ability to generate free cash flow mostly is a result of their intangible assets
- What is more valuable to a company like Google? The physical buildings and the network servers inside of them, or the intangible algorithms running on those servers?

#### FREE CASH FLOW YIELD IS AN IMPORTANT VALUATION METRIC

In the chart below, free cash flow yield has the highest return with the fewest periods of negative trailing twelve month returns.

#### **VALUATION METRICS (12 MONTH ROLLING)**

12/31/1991 - 12/31/2021



**Chart Key:** 

FCF/EV: Free Cash Flow/Enterprise Value

**CFO/EV:** Cash Flow From Operations/Enterprise Value

**FCF/Price:** Free Cash Flow/Price

**CFO/Price:** Cash Flow From Operations/Price

Price/Book: Price/Book Value

Free cash flow flow yield = (FCFY)

Free Cash Flow Enterprise Value (Market Cap + Debt - Cash)

## **POWER OF FREE CASH FLOW YIELD**

Free Cash Flow Yield = Free Cash Flow / Enterprise Value Free Cash Flow = Cash Flow from Operations - Capital Expenditures Enterprise Value = Market Cap + Debt - Cash

#### **VALUE METRICS**

Top 100 companies in Russell 1000 Index vs Russell 1000 Value Index 12/31/1991 - 12/31/2021

Value Metric	5 Year Rolling Batting Average	5 Year Rolling Average Outperformance	5 Year Rolling Average Underperformance
FCF/EV	90.03%	8.35%	-0.87%
FCF/ Price	81.06%	7.97%	-2.46%
Op Cash Flow/EV	68.44%	10.19%	-2.94%
Op Cash Flow/Price	61.79%	10.14%	-2.66%
Sales/Price	78.07%	6.37%	-2.42%
Earnings/Price	82.39%	5.95%	-2.30%
Book/ Price	75.75%	4.75%	-2.54%
Dividend Yield	60.47%	5.55%	-3.65%

#### PACER US CASH COWS 100 INDEX STRATEGY

#### THE STRATEGY

An objective rules-based methodology that uses a quality screen to select the top companies in the index universe.

All data as of June 2022 quarterly rebalance.



## SECURITY SELECTION<sup>1</sup> Market Cap Weighted

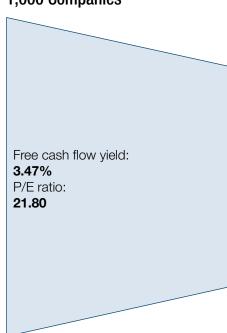
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**WEIGHTED BY FREE CASH FLOW**<sup>3</sup> – Capped at 2%



THE INDEX

## **RUSSELL 1000 INDEX**<sup>2</sup> 1,000 Companies



#### FREE CASH FLOW YIELD SCREEN

#### 100 Companies

Ranked based on trailing twelve month period.

Free cash flow yield:

**9.34%** P/E ratio:

11.68

## HIGHEST TRAILING 12 MONTH FREE CASH FLOW

100 Companies

Free cash flow yield:

11.78%

P/E ratio: **7.75** 

Top 100 companies with the highest free cash flow yield.

- Weighted by free cash flow (highest trailing twelve month)
- Holdings capped at 2% for each company at time of rebalance
- Reconstituted and rebalanced quarterly

<sup>(1)</sup>The individual components of the index are weighted by their total market capitalization. Market capitalization is determined by multiplying each company's market price by their total outstanding shares. Companies are ranked in descending order based on their market cap in dollars.

<sup>&</sup>lt;sup>(2)</sup>All financial companies are excluded from the index universe. Real Estate is considered a separate sector from Financials. In addition, companies with negative free cash flow (FCF) are excluded based on FactSet analyst consensus estimates for average projected FCF and earnings over the next two years. A minimum of one estimate from an analyst captured by FactSet data is required for a consensus estimate. There is a risk that analyst estimates may be subjective. Estimates may be inaccurate, flawed, or biased. Investors should be aware that companies may be excluded as a result of these estimates.

<sup>(3)</sup> Remaining 100 companies are weighted by their trailing twelve month free cash flow. Free cash flow weighting is calculated as a company's operating cash flow minus capital expenditures. Companies are ranked in descending order based on their free cash flow in dollars.

### PACER US CASH COWS 100 INDEX (COWZ INDEX)

The quarterly rebalance of the Pacer US Cash Cows 100 Index continues to identify companies with higher free cash flow yield (FCFY) and lower price to earnings (P/E). The minimum free cash flow yield for inclusion this quarter is 6.82%.

#### **KEY FACTS**

as of 6/17/22

	Pacer US Cash Cows 100 Index	Russell 1000 Value Index
Free Cash Flow Yield (%)	12.85	4.29
Dividend Yield (%)	2.15	2.27
Price to Earnings	7.11	14.17

	Additions to Index	Deletions
Median Free Cash Flow Change (%)	22.45	-18.98
Median Price Change (%)	-6.04	6.14

### **Pacer US Cash Cows**

100 Index	After Rebalance	Before Rebalance
Number of Securities	100	100
Free Cash Flow Yield (%)	12.85	11.62
Dividend Yield (%)	2.15	2.39
Price/Earnings	7.11	7.62
P/E using FY1 Estimate	6.79	6.71

Newly added ("Additions to Index") and recently removed ("Deletions") stocks are ranked by the change in Free Cash Flow, based on trailing 12-month period, and Price between the previous quarter and current quarter to find the median change.

#### **SECTOR UPDATES**

as of 6/17/22

Sectors (%)	After Rebalance	Before Rebalance
Health Care	24.17	24.05
Materials	17.10	13.51
Consumer Discretionary	14.17	13.86
Energy	13.61	18.62
Information Technology	9.17	9.94
Communication Services	7.47	8.28
Industrials	6.38	3.84
Consumer Staples	3.34	5.12
Real Estate	3.27	2.78
Utilities	1.33	

- Health care continues to be the top sector after the rebalance. The health care sector offers growth and stability with attractive valuations.
- The current inflationary environment has led to elevated levels of free cash flow (FCF) for sectors and companies with significant proportions of tangible assets.
- Energy exposure was reweighted to a lower level after strong performance relative to the rest of the market.
- Despite the strong YTD performance, the energy sector is still in favor with strong FCF backed by high oil prices and cheap valuations.

#### **VALUATION COMPARISON**

12/31/2016 - 6/30/2022

	Annualized Earnings Growth (%)	Average FCFY (%)	Average P/E (%)
Russell 1000 Value Index	10.57	3.43	22.75
Pacer US Cash Cows 100 Index	26.11	8.95	13.11

## **EARNINGS GROWTH SINCE 2016 (%) CUMULATIVE**

12/31/2016 - 6/30/2022

Pacer US Cash Cows 100 Index	Russell 1000 Index	Russell 1000 Value Index	ndex Russell 1000 Growth Index	
258.38	85.45	73.81	78.42	

#### AS THE MARKET BOTTOMS OUT, COWZTR RISES

The following chart shows Pacer US Cash Cows 100 Index performance versus the broad market as measured by the S&P 500 after each market bottom since 1998. COWZTR often significantly outperforms the S&P 500.

#### PERFORMANCE POST-BOTTOM

as of 6/30/22

S&P 500 Bottom	60 Days Post-Bottom		90 Days Post-Bottom		200 Days Post-Bottom	
	Pacer US Cash Cows 100 Index (Net of Fees)	S&P 500	Pacer US Cash Cows 100 Index (Net of Fees)	S&P 500	Pacer US Cash Cows 100 Index (Net of Fees)	S&P 500
8/31/98	21.88%	24.03%	29.89%	33.93%	44.24%	41.54%
4/4/01	12.59%	11.31%	14.33%	8.49%	23.94%	3.31%
9/21/01	28.90%	17.85%	35.77%	17.60%	23.92%	-3.56%
10/9/02	36.40%	20.10%	20.34%	9.54%	58.84%	30.09%
3/9/09	61.11%	38.52%	65.57%	40.20%	107.65%	67.54%
7/2/10	10.41%	12.79%	18.14%	19.51%	29.49%	29.63%
10/3/11	14.82%	14.35%	30.56%	23.12%	27.07%	27.47%
12/24/18	18.43%	19.75%	22.71%	25.59%	17.91%	27.01%
3/23/20	42.27%	39.83%	47.30%	46.02%	85.94%	69.85%
Average	27.42%	22.06%	31.62%	24.89%	46.56%	32.54%

#### PAST PERFORMANCE (WHETHER RETROSPECTIVELY CALCULATED OR ACTUAL HISTORICAL) IS NOT INDICATIVE OF FUTURE RESULTS. YOU CANNOT INVEST DIRECTLY IN AN INDEX.

The hypothetical backtested index performance of the Pacer US Cash Cows 100 Index is shown net of fees and reflects the reinvestment of dividends. The annual total expense is 0.49%. The Index was released on 12/8/16. Any data shown prior to this date is hypothetical, retrospectively calculated, and is based on rules-based criteria applied retroactively with the benefit of hindsight and knowledge of factors that may have positively affected its performance, and cannot account for all financial risk or market and economic factors that may affect the actual performance. The actual performance of the Index may vary significantly from the backtested index data. The results shown are hypothetical and do not reflect actual returns.

#### PERFORMANCE THAT HOLDS UP IN VALUE AND GROWTH MARKETS

	Average Return When Growth Outperformed	Average Return When Value Outperformed
Pacer US Cash Cows 100 Index (Net of Fees)	15.77%	15.86%
Russell 1000	16.16%	3.92%
Russell 1000 Value	10.44%	8.87%
Russell 1000 Growth	21.56%	-1.12%

Russell 1000 Growth			21.56%		-1.12%		
	Pacer US Cash Cows 100 Index (Net of Fees)	Russell 1000	Russell 1000 Value	Russell 1000 Growth	Market Cycle	Cash Cows Outperform Russell 1000?	
1992	24.80%	8.90%	13.60%	5.00%	Value	Yes	
1993	12.50%	10.20%	18.10%	2.90%	Value	Yes	
1994	12.10%	0.40%	-2.00%	2.60%	Growth	Yes	
1995	39.40%	37.80%	38.40%	37.20%	Value	Yes	
1996	12.50%	22.40%	21.60%	23.10%	Growth	No	
1997	34.50%	32.90%	35.20%	30.50%	Value	Yes	
1998	13.80%	27.00%	15.60%	38.70%	Growth	No	
1999	7.70%	20.90%	7.30%	33.20%	Growth	No	
2000	17.30%	-7.80%	7.00%	-22.40%	Value	Yes	
2001	28.10%	-12.40%	-5.60%	-20.40%	Value	Yes	
2002	-6.10%	-21.70%	-15.50%	-27.90%	Value	Yes	
2003	44.10%	29.90%	30.00%	29.70%	Value	Yes	
2004	26.00%	11.40%	16.50%	6.30%	Value	Yes	
2005	22.70%	6.30%	7.10%	5.30%	Value	Yes	
2006	24.20%	15.50%	22.20%	9.10%	Value	Yes	
2007	2.10%	5.80%	-0.20%	11.80%	Growth	No	
2008	-37.60%	-37.60%	-36.80%	-38.40%	Value	Even	
2009	72.10%	28.40%	19.70%	37.20%	Growth	Yes	
2010	10.90%	16.10%	15.50%	16.70%	Growth	No	
2011	2.50%	1.50%	0.40%	2.60%	Growth	Yes	
2012	17.70%	16.40%	17.50%	15.30%	Value	Yes	
2013	46.80%	33.10%	32.50%	33.50%	Growth	Yes	
2014	17.20%	13.20%	13.50%	13.00%	Value	Yes	
2015	-6.10%	0.90%	-3.80%	5.70%	Growth	No	
2016	15.70%	12.10%	17.30%	7.10%	Value	Yes	
2017	19.30%	21.70%	13.70%	30.20%	Growth	No	
2018	-9.30%	-4.80%	-8.30%	-1.50%	Growth	No	
2019	23.30%	31.40%	26.50%	36.40%	Growth	No	
2020	11.10%	21.00%	2.80%	38.50%	Growth	No	
2021	42.60%	26.50%	25.20%	27.60%	Growth	Yes	
2022	-7.7%	-20.9%	-12.9%	-28.1%	Value	Yes	
						<u> </u>	

#### As of 6/30/22

Source: Pacer Advisors and Bloomberg.
PAST PERFORMANCE (WHETHER
RETROSPECTIVELY CALCULATED
OR ACTUAL HISTORICAL) IS NOT
INDICATIVE OF FUTURE RESULTS.
YOU CANNOT INVEST DIRECTLY IN
AN INDEX.

The hypothetical backtested index performance of the Pacer US Cash Cows 100 Index is shown net of fees and reflects the reinvestment of dividends. The annual total expense is 0.49%. The Index was released on 12/8/16. Any data shown prior to this date is hypothetical, retrospectively calculated, and is based on rules-based criteria applied retroactively with the benefit of hindsight and knowledge of factors that may have positively affected its performance, and cannot account for all financial risk or market and economic factors that may affect the actual performance. The actual performance of the Index may vary significantly from the backtested index data. The start date for this data was chosen based on the validity of fundamental data for the Russell 1000 Index. The results shown are hypothetical and do not reflect actual returns.

#### COMPANIES WITH HIGH FREE CASH FLOW YIELDS TEND TO OUTPERFORM THE MARKET DURING PERIODS OF RISING INTEREST RATES.

12/31/1991 - 6/30/2022

	Pacer US Cash Cows 100 Index	Russell 1000
Interest Rates Up	24.91%	14.55%
Interest Rates Down	6.64%	5.07%

Free Cash Flow: Having Free Cash Flow means a company is able to fund itself and therefore is not reliant on the markets for funding.

**Enterprise Value:** Enterprise Value adjusts market cap to reward companies with cash and punish companies with debt. Factoring a company's balance sheet into the equation should ensure that the formula identifies financially sound companies.

Source: Pacer Advisors and Bloomberg.

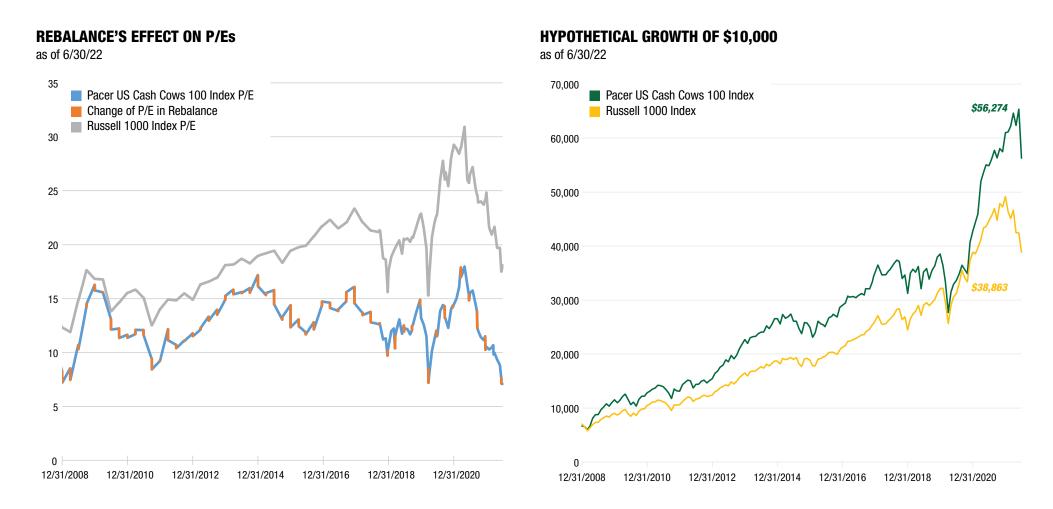
Free Cash Flow Yield = Free Cash Flow/Enterprise Value

#### PAST PERFORMANCE IS NOT INDICATIVE OF FUTURE RESULTS. YOU CANNOT INVEST DIRECTLY IN AN INDEX.

The hypothetical backtested index performance of the Pacer US Cash Cows 100 Index is shown net of fees and reflects the reinvestment of dividends. The annual total expense is 0.49%. The Index was released on 12/8/16. Any data shown prior to this date is hypothetical, retrospectively calculated, and is based on rules-based criteria applied retroactively with the benefit of hindsight and knowledge of factors that may have positively affected its performance, and cannot account for all financial risk or market and economic factors that may affect the actual performance. The actual performance of the Index may vary significantly from the backtested index data. The start date for this data was chosen based on the validity of fundamental data for the Russell 1000 Index. The results shown are hypothetical and do not reflect actual returns.

#### BENEFITS OF REBALANCING

Since the recovery from March 2009 when the Russell 1000's P/E was around 11, the price to earnings ratio has expanded 51.86% in the Russell 1000. By rebalancing, the Pacer US Cash Cows 100 Index has been able to maintain P/Es at lower valuations while offering higher capital appreciation.



<sup>(1)</sup> All Indexes shown are Total Return Indexes.

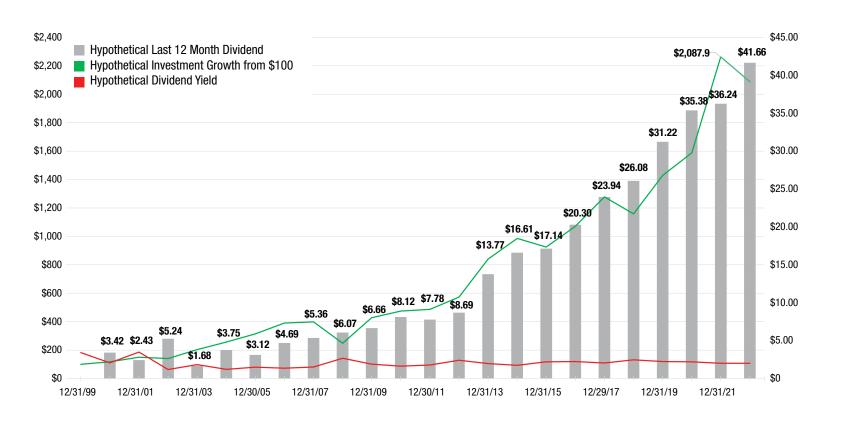
Source: Pacer Advisors and FactSet. The hypothetical backtested index performance of the Pacer US Cash Cows 100 Index (annual expense: 0.49%; index inception: 12/8/16) and the Pacer US Small Cap Cash Cows Index (annual expense: 0.59%; index inception: 5/29/17) is shown net of fees and reflects the reinvestment of dividends. Any data shown prior to this date is hypothetical, retrospectively calculated, and is based on rules-based criteria applied retroactively with the benefit of hindsight and knowledge of factors that may have positively affected its performance, and cannot account for all financial risk or market and economic factors that may affect the actual performance. The actual performance of each Index may vary significantly from the backtested index data. The results shown are hypothetical and do not reflect actual returns.

PAST PERFORMANCE (WHETHER RETROSPECTIVELY CALCULATED OR ACTUAL HISTORICAL) IS NOT INDICATIVE OF FUTURE RESULTS. YOU CANNOT INVEST DIRECTLY IN AN INDEX. FOR INVESTMENT PROFESSIONAL USE ONLY. NOT FOR USE WITH THE INVESTING PUBLIC.

#### **HYPOTHETICAL GROWTH OF \$100**

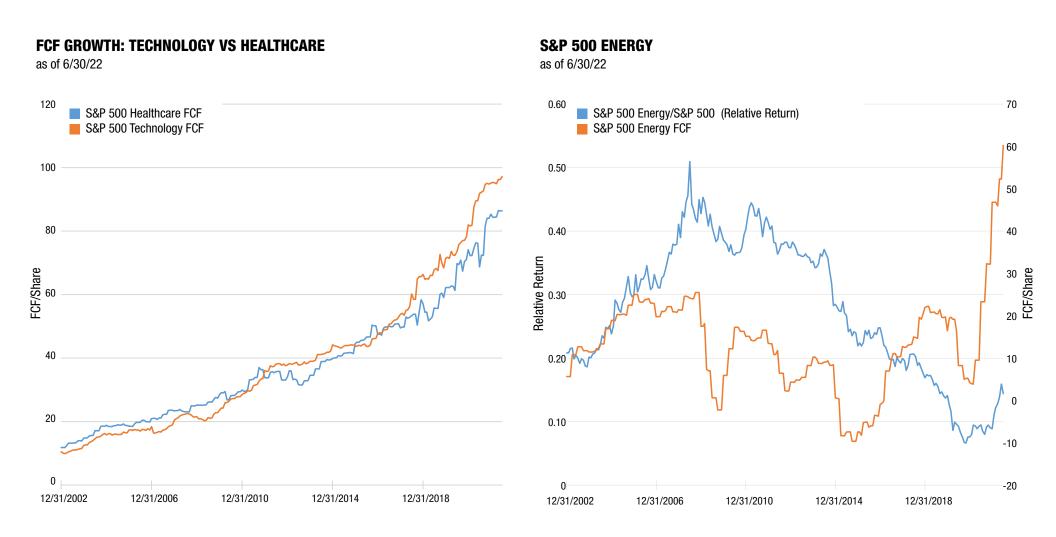
as of 6/30/22

	Value as of 6/30/22 (Net of Fees)	Estimated Last 12 Month Dividend as of 6/30/22
Pacer US Cash Cows 100 Index	\$2,087.86	\$41.66
S&P 500 Dividend Aristocrats Index	\$892.16	\$22.08



Source: Pacer Advisors and Bloomberg.

The hypothetical backtested index performance of the Pacer US Cash Cows 100 Index is shown net of fees and reflects the reinvestment of dividends. The annual total expense is 0.49%. The Index was released on 12/8/16. Any data shown prior to this date is hypothetical, retrospectively calculated, and is based on rules-based criteria applied retroactively with the benefit of hindsight and knowledge of factors that may have positively affected its performance, and cannot account for all financial risk or market and economic factors that may affect the actual performance. The actual performance of the Index may vary significantly from the backtested index data. The start date for this data was chosen based on the validity of fundamental data for the S&P 500 Dividend Aristocrats Index. The results shown are hypothetical and do not reflect actual returns. Dividends are not guaranteed.



Source: Pacer Advisors and FactSet

### WHY WE ARE OVERWEIGHT HEALTH CARE

#### **HEALTH CARE**

- Since 2014, health care has seen almost no multiple expansion until Q1 2022 before the market downturn (S&P 500 P/E was up 30%)
- Health care now still trades at a large discount vs. the S&P

#### **Strong Fundamentals**

- Health care showed strong earnings and FCF growth, similar to tech
- Price of health care sector was driven by fundamental growth instead of multiple expansion

#### **HEALTHCARE FWD PE DISCOUNT VS S&P 500**





#### 2/28/14 - 6/30/22

	Health Care	S&P 500	Tech
Fwd PE change	-12.64%	5.20%	31.64%
PE change	-16.25%	8.72%	30.79%
Earnings Change	159.93%	87.25%	185.62%
FCF Change	149.72%	37.79%	148.84%
Price Change	117.69%	103.58%	273.55%

#### WHY WE ARE OVERWEIGHT ENERGY

#### **OCCIDENTAL**

- Historically, OXY has done a better job of generating returns for shareholders than most upstream oil and gas producers
- But this record was derailed by the downturn in global crude prices that began in late 2014
- OXY adapted to lower prices by cutting costs and is now able to generate substantial free cash flows and earn economic profits on the incremental dollars it invests, even when oil price is at \$50-\$60.
- The continued favorable operating conditions in the oil and gas industry have translated intro cash flow performance
  - OXY generated \$9.6 billion of free cash flow over the last 12 month as of Q1 2022, which is the highest since 2014.
- The acquisition of Anadarko Petroleum incurred \$36 billion of debt resulting in uncharacteristically high leverage ratios
- With \$1.9 billion of cash on hand, OXY continued to deleverage; so far it has reduced debt from \$48 billion to \$26 billion
- OXY is still in the early innings of a sustained recovery that could accelerate in 2023

#### **OCCIDENTAL PRICE VS FCF**

as of 6/30/22



#### **RUSSELL 1000 ENERGY FCF VS OIL PRICE**

as of 6/30/22



Source: Pacer Advisors and Bloomberg

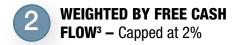
#### PACER US SMALL CAP CASH COWS INDEX

#### THE STRATEGY

An objective rules-based methodology that uses a quality screen to select the top companies in the index universe.

All data as of June 2022 quarterly rebalance.





**HIGHEST TRAILING 12 MONTH FREE** 



THE INDEX

## S&P SMALLCAP 600 INDEX<sup>2</sup> 600 Companies

## 100 Companies period. Free cash flow yield: Free cash flow yield: 3.12% 12.95% P/E ratio: P/E ratio: 12.89 7.43

## FREE CASH FLOW YIELD SCREEN

Ranked based on trailing twelve month

Free cash flow yield:

**CASH FLOW** 

100 Companies

15.03% P/E ratio:

6.39

Top 100 companies with the highest free cash flow yield.

- Weighted by free cash flow (highest trailing twelve month)
- Holdings capped at 2% for each company at time of rebalance
- Reconstituted and rebalanced quarterly

<sup>(1)</sup>The individual components of the index are weighted by their total market capitalization. Market capitalization is determined by multiplying each company's market price by their total outstanding shares. Companies are ranked in descending order based on their market cap in dollars.

<sup>(2)</sup> All financial companies are excluded from the index universe. Real Estate is considered a separate sector from Financials. In addition, companies with negative free cash flow (FCF) are excluded based on FactSet analyst consensus estimates for average projected FCF and earnings over the next two years. A minimum of one estimate from an analyst captured by FactSet data is required for a consensus estimate. There is a risk that analyst estimates may be subjective. Estimates may be inaccurate, flawed, or biased. Investors should be aware that companies may be excluded as a result of these estimates.

<sup>(</sup>a) Remaining 100 companies are weighted by their trailing twelve month free cash flow. Free cash flow weighting is calculated as a company's operating cash flow minus capital expenditures. Companies are ranked in descending order based on their free cash flow in dollars.

#### PACER GLOBAL CASH COWS DIVIDEND INDEX STRATEGY

#### THE STRATEGY

An objective rules-based methodology that uses quality and value screens to select the top companies in the index universe.

All data as of June 2022 semi-annual rebalance.



### SECURITY SELECTION<sup>1</sup> Market-Cap Weighted

2

**WEIGHTED BY DIVIDENDS**<sup>3</sup> Capped at 2%



THE INDEX

## FTSE DEVELOPED LARGE-CAP INDEX<sup>2</sup> 1,000 Companies

Free cash flow yield:

Dividend yield:

3.98%

1.88%

18.83

P/E ratio:

## FREE CASH FLOW YIELD SCREEN 300

Companies
Ranked based on
trailing twelve month
period.

100 Companies

**DIVIDEND YIELD** 

**SCREEN** 

Ranked based on trailing twelve month period.

Free cash flow yield:
6.19%
Dividend yield:

**2.47%** P/E ratio:

15.47

Free cash flow yield:

8.19%

Dividend yield:

**5.34%** P/E ratio:

10.87

## **WEIGHTED BY DIVIDENDS**100 Companies

Free cash flow yield:

9.96%

Dividend yield:

6.34%

P/E ratio:

8.55

Top 100 companies with the highest free cash flow yield and highest dividend yield.

- Weighted by dividends (highest trailing twelve month)
- Holdings capped at 2% for each company at time of rebalance
- Reconstituted and rebalanced semi-annually in June and December

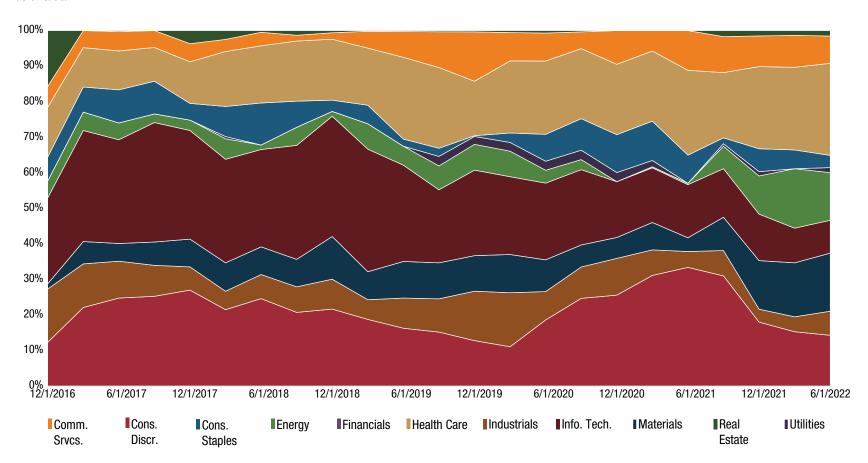
<sup>(1)</sup> The individual components of the index are weighted by their total market capitalization. Market capitalization is determined by multiplying each company's market price by their total outstanding shares. Companies are ranked in descending order based on their market cap in dollars.

<sup>&</sup>lt;sup>(2)</sup>All financial companies are excluded from the index universe. Real Estate is considered a separate sector from Financials. In addition, companies with negative free cash flow (FCF) are excluded based on FactSet analyst consensus estimates for average projected FCF and earnings over the next two years. A minimum of one estimate from an analyst captured by FactSet data is required for a consensus estimate. There is a risk that analyst estimates may be subjective. Estimates may be inaccurate, flawed, or biased. Investors should be aware that companies may be excluded as a result of these estimates.

<sup>(4)</sup> Remaining 100 companies are weighted by their trailing twelve month dividends. Dividend weighting is calculated by adding the 100 companies' dividends and dividing the total by each company's trailing 12 month dividends.

#### **SECTOR EXPOSURE CHANGES**

as of 6/30/22



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