*Daniela Cambone:* Happy to introduce the man kicking off our afternoon session. Prior to joining Stansberry Asset Management, Austin Root was the director of research at Stansberry, where he managed and led Stansberry's team of more than 30 analysts and editors, producing world-class financial and investment research. In addition, Austin was the portfolio manager for the company's flagship portfolio product, Stansberry Portfolio Solutions. Before that, Austin cofounded and ran North Oak Capital, a New York-based hedge fund that received a strategic investment from Julian Robertson and Tiger Management. North Oak produced strong investment returns over the life of the firm, generating positive returns in each year and for every investor, exceeding hedge fund benchmarks. Austin previously held senior investment positions at SAC Capital Advisors and Soros Fund Management. He has experience investing across asset classes including public equities, derivatives, venture capital, private equity, real estate, and fixed income securities. He began his career in investment banking at the Blackstone Group, and he earned an MBA from Stanford Graduate School of Business. So please welcome to the stage Austin root. *[Applause]*

*Austin Root:* On June 15th, I left Stansberry Research, for good. But for the skeleton crew of folks that were in the office that day, I left without saying goodbye. I also was not able to say goodbye and bid farewell to you, Stansberry Research subscribers and Alliance partners. This, despite the fact that I had worked for Stansberry Research for four years, serving as the company's director of research, your director of research, the portfolio manager for Portfolio Solutions and American Moonshots. On June 15th, I simply slipped away. Why? Was it because Stansberry Research wasn't performing well, or I wasn't performing well individually?  
  
No. It was, in fact – by all accounts, Stansberry Research was doing incredibly well. Throughout a very tough time period in 2020, as you guys know, we delivered incredible world-class investment research, and delivered that content to a record number of subscribers, and lifetime subscribers and Alliance partners. So it wasn't that. Was it me personally? Well, in the annual Stansberry report card, which rates all of the investment research, our publisher, Brett Aiken, said, in his own words, "I'm thrilled to say that the results of our Portfolio Solutions products have been outstanding." And on top of that, Brett gave the only – gave me a very hard to earn A+ on both the total portfolio and the capital portfolio.  
  
On top of that, there was only one A++ grade across the entire firm given, and that was for American Moonshots. So, instead, was my departure due to me being unhappy with Stansberry Research, or with my role helping you subscribers? It wasn't that, at all. In fact, my opinion of Stansberry Research has never been higher. I know of no other financial research firm in the world that produces actionable investment recommendations with as much thoughtfulness and insight as Stansberry Research. And as for helping individual investors like you, you know, I can tell you that nothing has been more gratifying, and really, I remain as excited about that prospect as the first time that Porter told me about what he was doing with his life's work.  
  
In fact, I've come to realize that even better than picking great stocks is knowing you've helped someone build personal wealth, and prepare and secure for their retirement. Here's just one example of an e-mail I received from an Alliance member. And for those of you in the back, it says, "Austin, we are Alliance subscribers since 2005, and we have benefited so much from the research. I just wanted to thank you for the thoughtful explanations from your webinar this week and the update you just did with Kelly Brown. I'm so thankful we have individuals like yourself and your team that are willing to help us, who would have never been informed about wealth-building opportunities that historically have been reserved for so few."  
  
No, it's precisely because of my high opinion of Stansberry Research and the work that I was doing there that I decided to make a change. I moved from Stansberry Research to Stansberry Asset Management, or SAM as we like to call it, so I'm now the chief investment officer at SAM. During my time at Stansberry Research, I came to realize that delivering world-class financial services and investment advice would become my life's work. And for me, the best way I can do that personally is on an individual basis as an investment advisor, and there's no place better to do it than at SAM. You see, along with the many thank-you notes and occasional nastygrams I received from Stansberry subscribers, I began to receive questions and requests for individual investment advice.  
  
But as you know, Stansberry Research, or any financial publisher, for that matter, cannot provide individual investment advice. Instead, as an investor advisor, I am able to better do that and better help folks on an individual basis. On top of that, what's become clear to me is that, while having access to hundreds of incredible investment ideas – and by the way, I will provide three of my favorites here, shortly – beyond that, that access alone is not sufficient for most investors to succeed. Most investors will benefit from a skilled and steady hand analyzing these great ideas, curating them, and putting them into a fully-allocated investment portfolio. With optimal position sizing and risk management, asset allocation based on one's unique financial situation, and one that aligns with their specific investment goals. So, security selection, risk management, asset allocation, and goal-oriented investing, these are the mission critical things that will help you succeed as an investor.  
  
You know, Porter has said it many times: every single Stansberry Research subscriber should consider hiring a professional money manager. Not for any shortcomings with Stansberry Research, but because investing successfully is extremely time-consuming work, and it can be emotionally challenging, even confounding. At every turn, your most basic human instincts will prevail upon you to do the very worst thing at the very worst time. Stansberry Asset Management can help you succeed as an investor, and reach your financial goals. At SAM, we are working to build a different kind of investment firm. I wanna point four things that we believe make us different from a typical broker or money manager that you may have used in the past.  
  
First, as registered investment advisors and a fiduciary, SAM is focused on putting your interest first. This means SAM does not sell high-commission products, we don't charge performance fees, and you won't see us generate commissions on trades. Second, we, like you, recognize the huge investment benefits of owning individual securities, over mutual funds and ETFs. You know, this means that you avoid having to pay an extra layer of fees, it generally means that your tax treatment will be more favorable, you can harvest tax gains or tax losses when you wanna do it. And most importantly, you, and we, will know what you own and why, so that we can make better investment decisions for you over the long run. Third, our investment solutions are tailored to help you achieve your investment goals.  
  
You know, all investors really just have three investment goals: they wanna get wealthy or general long-term income, or, capital appreciation; they wanna stay wealthy or preserve their capital; or they wanna generate sturdy income. Or, of course, they could have some combination of all three. At Stansberry Research, we have a strategy dedicated for each of these. For getting wealthy, we have the newly-inaugurated venture growth strategy. For staying wealthy, preserving your capital, we have our flagship strategy, the all-weather strategy. For income, we have our proprietary income strategy. And if some combination of those things is what you're looking for, we have two flavors of that: we have total alpha and then we have the forever portfolio.  
  
Listen, fourth, and most important, I think, to you, is that SAM is the only asset manager with Stansberry Research heritage and DNA. As you probably know, SAM is a separate entity from Stansberry Research and its publishing business, but the firm does use all of Stansberry Research investment ideas and research. We read the same newsletters you do at the same time that you receive them, and we employ Stansberry Research's same basic investment philosophies and investment criteria when building investment portfolios for our clients. This means that in constructing these portfolios and strategies, we utilize the brilliant recommendations of the 30-plus analysts and editors at Stansberry Research, and then marry those with our own proprietary investment analysis.  
  
It also means that you have me – I don't know if you can see the slide, there, but – as a Stansberry Research alumnus, helping you with your investment plan. Here is a quick bio; I don't wanna go through every point. The main point here, though, is I've had the great privilege and honor to work for and with many great investment investors and thought leaders. And I truly believe that that experience will help you and help me in building your wealth and reaching your investment goals. On top of that, we have other members of the investment team at Stansberry Asset Management with similar experiences. So, the collective network of investment thought leaders that we have will be really, really helpful and of your benefit, as a SAM client.  
  
Most important: having Stansberry DNA means that we are guided by the same core mission that Porter founded the company, Stansberry Research, upon decades ago. We aim to invest and manage your money the way we'd want ours to be managed and invested if our roles were reversed. So, that is why I could not say goodbye. I wanted to send a note out to all subscribers, on the day that I moved to SAM, and say thank you for your patronage, your great thoughts and questions, and for the trust that you put in me and the entire Stansberry Research team while I was there. But for regulatory reasons, we needed to first tell the clients at SAM about the change. But now I can come back to you all, not with a final goodbye but with a rather warm hello, and perhaps, for some of you who wanna learn more about SAM or like what you hear already, a nice to see you again.  
  
So with that, let's talk about some of my favorite investment ideas, right now.  
  
The first is Endeavor Group, ticker EDR. Endeavor is a leading global sports and entertainment company. At roughly $24.00 a share, Endeavor has about an $11 billion market cap. Next year, I expect revenues of about $5.5 billion, nice free cashflow of nearly $1 billion, and earnings, per share, north of $1.20. This, in a nutshell, is why you should own Endeavor. It is, in our view, the best way to invest in the global secular trend of rapidly increasing value and demand for live sports and entertainment. Now, you might ask, "Listen, isn't there a proliferation of streaming services and scripted shows and user-generated content all getting in the way? Is, really, live content and live sports really more valuable?"  
  
The answer is, yes. Anyone that has tried to do a commercial on the Super Bowl knows that it's even more valuable. This division and disparate viewing habits of so many of us means that, when we can collectively bring people together in one live event, it is gold for advertisers. So, the value – and here's a couple of examples – of live sports and live entertainment content only grows. There are four main lines of business for Endeavor. The first is its sports operation; these are owned sports brands and entire leagues. Endeavor owns the UFC, it owns EuroLeague Basketball, and it owns Professional Bull Riding. It also helps advise, provide advisory services to many other leagues and sports around the world.  
  
Endeavor owns two of the larges talent agencies for sports and entertainment industries in the world, NWME and IMG. And its events and experiences business produces or own more than 800 major live events, per year, ranging from concerts to sports to lifestyle events. And the newest and fast-growing parts of its business is sports wagering. IMG Arena is a B2B content and data provider working with 500 of the top sportsbooks, worldwide, to deliver official livestreaming video and data feeds for more than 45,000 events, annually. And Endeavor has just recently announced that it is acquiring OpenBet, which is a B2B software and technology company that provides the betting engine technology behind the bets. Just in 2020 alone, OpenBet process approximately 3 billion bets for the industry.  
  
So, we believe that this combination should increase the monetization opportunities not only for Endeavor's owned sports but all of its sports agency relationships across the company. So, in a nutshell, we believe Endeavor will be a strong buy-and-hold for you, for the next decade. First and foremost, the UFC is the crown jewel, here; they acquired this business 5 years ago for $4 billion. The sports rights just to televise what they're doing, in the US, has more than doubled since they did that. And now it's only expanded, the business has only expanded, internationally, as well, with switching from Fox to ESPN and ESPN Plus, on top of all the pay-per-view opportunities they have globally.  
  
Revenues were increasing 23 percent a year for the 3 years prior to Covid. Of course, for many of their live events, revenues were a little bit subdued in 2020, but they have returned a nice growth in 2021, and we expect more even beyond that. We believe that Endeavor's integrated global platform is well-positioned not only to leverage the growth in live sports and events, but also, to grow adjacencies for them. This is streaming, this is sports marketing, this is sports licensing, and of course I mentioned the sports wagering. You know, finally, this is just a great attractive business. It has above market growth, it trades at a below market forward multiple, and again, we believe it's the best way to invest in the growing sports and entertainment industries. So that's the first one, Endeavor.  
  
Second one is Zimmer Biomet, ticker is ZBH. So, Zimmer Biomet is a market-leading global medical technology company with a portfolio of medical solutions designed to maximize mobility and improve health. Most of what they do, about 60 percent of what they do, are hip and knee replacements, and they are the industry leader. They have the largest market share in both categories, not only in the US but also internationally. I expect revenues to be about $8 billion this year, and about $8.00 per share, just shy of that, in earnings. We believe that Zimmer Biomet will benefit, for a long time, from two key pervasive long-term, powerful trends.  
  
The first is the aging or greying of America; we believe this will increase demand for its knee and hip replacements for many years to come. You know, knee and hip replacements happen at a lot of different times and different ages, but generally speaking, they're in your 70s. And the oldest Baby Boomer turned 75 this year, but the meaty part of that Baby Boomer curve, that Baby Boomer cohort, is coming right into the age for Zimmer, domestically. Internationally is the other powerful long trend. As you likely know, there is an expansion of the middle-class in emerging markets and developed markets. Brookings Institute estimates that the middle-class \_\_\_\_\_ \_\_\_\_\_ will close to double, over the next decade.  
  
Now, that's important not only because Zimmer Biomet's business is growing faster, already, internationally, but it's actually a minority of the business right now. It's only 40 percent of the business, or a little less than 40 percent, and they have a better and more dominant market share, internationally, than they do domestically. Now, why are they so dominant? Well, they are the market leaders in innovation. So, they are not resting on their laurels, Zimmer has continued to innovate and make surgical solutions that are more efficient, accurate, and repeatable for the doctor partners they have. And importantly, they produce better outcomes for the patients.  
  
Here are a couple of examples of some of the innovations that they've helped lead the charge on. Cementless implants: you actually have the implant and the bone, and rather than having a rough cement, it's actually a porous membrane that goes in-between the implant and the bone, and the bone actually grows into that porous membrane, to create a better, more natural adherence. They've been innovators in robotic surgery: this is a picture of the Rosa robot that they developed and are using, currently, for full and partial hip and knee replacements. And then finally, they have smart implants, which actually produces great data for both patients and doctors to know how the mobility is occurring post-surgery and post-operation.  
  
So, as you can guess, as important as these surgeries are to the folks that have had it – maybe you or a loved one has had one of these – they're still considered elective surgeries, in many cases. So, the left part of that graph, as you can guess, during Covid, this stock was hammered: it went from about 160 and cut nearly in half. But as the data improved on Covid and as folks were able to get back in and do some more elective surgeries, then the stock has really taken off. Up until Delta. So, for them and for other competitors like J&J and Stryker, they all announced that, "Well, that growth slowed a little bit because Delta is taking up some beds and hospitals," so the stock has sold off. But here's the key for us: we now know, because of the innovations we just talked about, that Zimmer has come out and said that their long-term growth prospects for both revenues and earnings are better than what they were in 2019.  
  
And yet, the stock is trading at a discount to where it was in 2019. It also trades at a substantial discount to the overall market, even though we believe that it has better long-term outlook for earnings and revenue growth. So we think that's a nice long long-term buy-and-own, as well, a nice steady-Eddie compounder, with some important intellectual property and innovation, and some nice secular trends to drive that growth. Those were two more, I'd say, middle-of-the-road, larger-cap, Stansberry Research, steady-Eddie, capital-efficient solid businesses. This last one is a little bit more of a moonshot, but I think it's also just as interesting, and perhaps more so.  
  
The company is Blade Air Mobility, the ticker is BLDE. Blade Air Mobility is building a platform company to provide cost-effective air transportation alternatives to some of the most congested ground routes in the US and abroad. As you can see, at less than $10.00, this is a small company, current market cap, as of today, is about $650 million. Revenues, while they're growing very rapidly, the last quarter, revenues were up 300 percent, they're only gonna be about $45 million, this year. But the company has guided to material hypergrowth, ten times revenue growth, over the next three years, and we think they'll get there.  
  
Blade has four main lines of business. The first is the short-distance but high-value flights, like going from Manhattan to the Hamptons. Second is Blade Airport. This is an offering that, if you live in the Manhattan area or LA or Miami or India, you should check it out: for $195.00 per ride, or $95.00 per ride if you get a membership, you can get from Manhattan to JFK in 5 minutes. Contrast this to Uber, which may cost you, during surge pricing now, about the same, and take an hour or two hours, or more. The largest business, right now, actually, is Blade MediMobility. Blade is the largest organ transplant transportation company in the country, with a vast point-to-point network, usually hospital-to-hospital, and has long-term contracts with many of the top hospitals.  
  
And then finally, they are expanding internationally, doing it in a very capital-efficient way: one of the largest JVs they have is Blade India. Now, the key to this business model is that it's asset-light. Blade is creating a network and a platform, but it's partnering with trusted operators to fly and procure these vehicles. So let's go through this. So, Blade secures aircraft time from operators, at fixed discounted rates, given the volume. Blade handles all the technology, the customer acquisition, the marketing, the customer service, leasing terminal space, all the things that the helicopter operator is, frankly, not very good at. The helicopter operator then owns, operates, maintains the helicopters and the pilots.  
  
And by the way, there are planes in this fleet, as well, but for the most part, they're doing helicopters. But this relationship creates a win-win: Blade increases its operators' volume and revenue predictability while reducing the operators' fixed costs and downtime. Blade gets Blade-branded aircraft at lower rates, with no capex invested. And in this way, we believe that Blade has a first-mover advantage and is building the Uber of air mobility. So, Blade, in just this construct, just in a helicopter and aircraft and plane, you know, small private jet construct, is building a hypergrowth business that we think is very, very good. But the next iteration is what we think could make it great: that is, EVA.  
  
EVA stands for electric vertical aircraft. When EVAs become operational, which is in a few years, three to five years, travel becomes lower-emission and, importantly, quiet. Why is that important? Well, it massively increases the places that Blade can land, and therefore, increases the total addressable market. You can truly go point-to-point, from Philly to Wilmington, from office to office, for example. But until EVA is viable, much like Netflix did with DVDs before streaming was ready to go, Blade will continue to grow its helicopter base network and brand, becoming a verb for air mobility: you'll just blade there, for example. And so, what we have is a company that has a market cap of just $650-$700 million, but one thing I wanna note is they have $300 million in net cash.  
  
So, they are able to fund this rapid growth without diluting you more, which is important to me. So, I view this as a chance – look, it's risky, but I view this as a chance to be and invest like a venture capitalist: early, when a company is still in hypergrowth mode, before it's fully proven, and before there's plenty on Wall Street that don't think it's gonna work. But if they succeed, I'm telling you, the returns will or could be incredible.  
  
So, in closing, I have just three quick thoughts. First, I wanna thank our Stansberry Research publisher, Brett Aiken, and the entire Stansberry Research team, for all that you do for investors. I wanna thank all of you for all of your time and consideration. And finally, I wanna be straight with you all: I want you to consider SAM, but I know that SAM is not for everyone. I know that many of you prefer to manage your investments on your own, and that's fine. And if that describes you, thankfully, you found the best partner to do that, with Stansberry Research.  
  
But if you find yourself wanting to at least consider what it would be like to have a steadyhanded partner help you with that task, one that simplifies your investment life and takes the emotions and guesswork out of it, one that is disciplined, organized, well-informed and dedicated to optimizing your portfolio outcomes, all while delivering world-class customer service and attention to detail, I invite you to learn more about SAM. Now, you can do that today, by stopping by our booth outside. We'll be here the rest of the week. You can attend our breakout session later this afternoon. I believe that starts at 5:15 PM. We have a cocktail session tomorrow evening, as well.  
  
Please come, stop me in the hall or in any of these sessions, or any of my colleagues, they'll have a Stansberry Asset Management badge; please talk to them. Or, of course, you can e-mail us, as well. So, with that, I wanna thank you for your time. *[Applause]*

*[End of Audio]*