



Transcript Analytics



Alexandria's Product

High Quality Information Summarized Into Structured Data

- Institutional news sources
- Uniquely trained classification
- Entities, Topics and Sentiment Classification

Multiple Classification Systems

- Company News Classifier
- Company Transcripts/Releases Classifier
- ESG News Classifier
- Japanese Language News Classifier
- Economic/FX/FI News Classifier
- Commodities News Classifier

Fast delivery, Deep archive

- Real-time and/or regular batch delivery
- Archives from 2000-01-01, Out of sample from 2005, Never corrected with updates



Classifying Earnings Call Transcripts and Complex Documents

- Granular parsing of company call transcripts
- Granular topics identified to capture emerging themes
- Sentiment assessed at the topic-level

TextID	Date	Ticker	Country	ISIN	Section	Sentiment	Confidence	Topic	Count	Name	Title	Affiliation	Prob_Pos	Prob_Neu	Prob_Neg	Type
xxxxx	2018-05-01	AAPL	USA	US03...	MD1	0	0.175	ERN/REV	1	Tim Cook	CEO	Apple Inc.	0.13	0.45	0.42	E
xxxxx	2018-05-01	AAPL	USA	US03...	MD2	1	0.16	OPS	2	Luca Maestri	CFO	Apple Inc.	0.44	0.21	0.35	E
....																
xxxxx	2018-05-01	AAPL	USA	US03...	Q1	1	0.43	OPS/PRD	1	C. Parkinson	Analyst	Credit Suisse	0.62	0.11	0.27	E
xxxxx	2018-05-01	AAPL	USA	US03...	A2	1	0.58	OPS/PRD	1	Tim Cook	CEO	Apple Inc.	0.72	0.18	0.1	E
xxxxx	2018-05-01	AAPL	USA	US03...	Q3	0	0.295	MGT	1	C. Evans	Analyst	Goldman	0.26	0.53	0.21	E
xxxxx	2018-05-01	AAPL	USA	US03...	A4	1	0.355	MGT	2	Tim Cook	CEO	Apple Inc.	0.57	0.34	0.09	E
....																

Section

- Breaks down document into contextual snippets using Machine Learning
- Each snippet is assessed individually and tagged for position in transcript

Sentiment/Confidence/Prob_

- Prob_Xxx = Probability of sentiment state
 - Sentiment = highest probability
 - Confidence = (highest Prob)-0.333'/0.666'

Topic/Count

- Uses parent Events (pg. 5)
 - Beneath each Event are Topics/Themes
 - e.g.: OPS/PRICE/PRESSURE
- Operations/product price/price pressure

Name/Title/Affiliation

Names the speaker, their role and who they represent

Case Study: Alexandria vs Lexicon (Loughren McDonald)

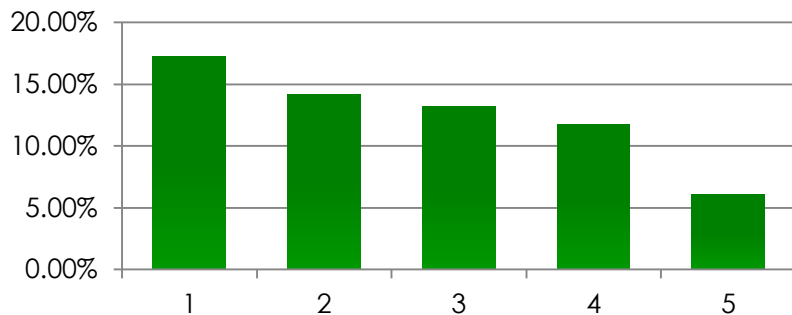
S&P 500 Transcripts, 2010-01-01 to 2019-08-30

Comparison Method:

1. Parse Management Discussion into sections
2. Create Net Sentiment score from each NLP method: $\text{Log}_{10} ((\# \text{ Positive} + 1) / (\# \text{ Negative} + 1))$
3. Split companies into equal quintiles relative to net sentiment score
4. Rebalance last business day of each month: $\text{Returns} = (M+1) / (M+0) - 1$

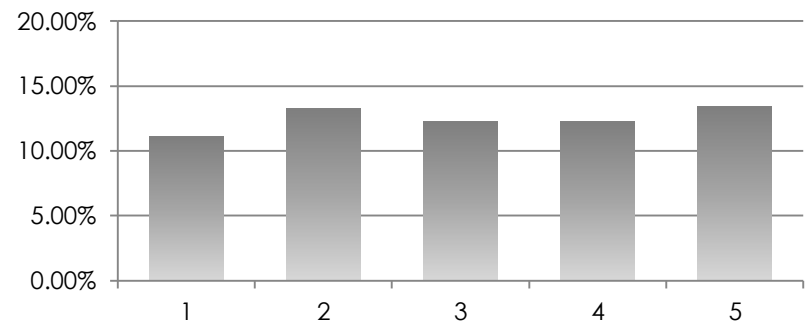
Alexandria Results

Quantile Summary For All Periods: S&P 500					
Quantile	Avg Issues	Annual Returns	Standard Deviation	Sharpe Ratio	Annual Active Returns
1	105	17.21%	13.05%	1.32	4.72%
2	105	14.15%	13.14%	1.08	1.67%
3	105	13.22%	14.18%	0.93	0.74%
4	105	11.73%	14.68%	0.80	-0.76%
5	105	6.04%	16.86%	0.36	-6.44%
Long Short	209	9.61%	8.05%	1.19	



Loughren McDonald Results

Quantile Summary For All Periods: S&P 500					
Quantile	# of Stocks	Annual Returns	Standard Deviation	Sharpe Ratio	Annual Active Returns
1	106	11.15%	13.82%	0.81	-1.38%
2	105	13.27%	14.52%	0.91	0.75%
3	106	12.31%	14.41%	0.85	-0.22%
4	105	12.30%	14.40%	0.85	-0.22%
5	105	13.48%	14.19%	0.95	0.95%
Long Short	211	-2.22%	4.36%	-0.51	



Alexandria: S&P 500, Monthly Rebalancing

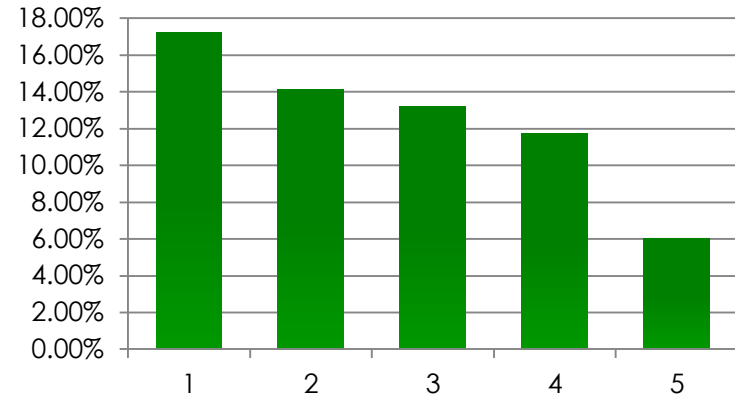
Earnings Lookback: 3 Months

Filter: MD Sections

Rebalance: Monthly

Net Sentiment: $\text{Log}_{10}(\text{Count Positive}+1) / (\text{Count Negative}+1))$

Quantile Summary For All Periods: S&P 500					
Quantile	Avg Issues	Annual Returns	Standard Deviation	Sharpe Ratio	Annual Active Returns
1	105	17.21%	13.05%	1.32	4.72%
2	105	14.15%	13.14%	1.08	1.67%
3	105	13.22%	14.18%	0.93	0.74%
4	105	11.73%	14.68%	0.80	-0.76%
5	105	6.04%	16.86%	0.36	-6.44%
Long Short	209	9.61%	8.05%	1.19	



S&P 500 Top Bottom Spread Return Distribution																	
	1	2	3	4	5	6	7	8	9	10	11	12	Annual	Std Dev	Sharpe	SP 500	
2010	-1.42%	-0.20%	-2.49%	3.10%	1.92%	-2.11%	1.81%	-0.64%	1.25%	-0.16%	-3.55%	-1.86%	-4.47%	7.06%	-0.63	29.43%	
2011	0.99%	1.20%	2.10%	2.01%	1.21%	0.36%	3.20%	5.11%	-3.35%	2.11%	1.40%	-0.39%	16.91%	7.03%	2.40	3.49%	
2012	0.00%	2.59%	2.88%	3.49%	0.80%	-0.10%	0.16%	-0.18%	-0.24%	0.85%	-2.01%	-1.48%	6.82%	5.83%	1.17	17.01%	
2013	0.42%	1.99%	1.86%	-1.31%	1.47%	-1.82%	-0.44%	1.29%	0.04%	-0.60%	0.12%	1.18%	4.19%	4.30%	0.97	22.93%	
2014	1.21%	-1.91%	-1.92%	2.82%	-1.10%	2.00%	-0.22%	2.30%	2.72%	5.02%	0.33%	4.10%	16.16%	7.90%	2.05	13.84%	
2015	1.39%	4.89%	-5.60%	4.60%	3.23%	7.45%	-1.27%	5.17%	-1.79%	-1.17%	4.17%	1.50%	24.14%	12.98%	1.86	-7.02%	
2016	-1.83%	-1.95%	-3.20%	3.96%	0.25%	-0.43%	-0.86%	-0.48%	-0.04%	-2.81%	1.30%	0.94%	-5.22%	6.81%	-0.77	23.55%	
2017	2.01%	1.66%	0.94%	5.71%	0.47%	0.61%	4.38%	-1.63%	2.70%	0.38%	-1.52%	3.75%	20.97%	7.74%	2.71	21.00%	
2018	2.86%	0.41%	-1.25%	2.16%	-0.61%	0.75%	3.63%	0.47%	-0.63%	1.44%	0.93%	-0.09%	10.44%	5.10%	2.05	-4.22%	
2019	1.99%	1.39%	0.41%	5.99%	-3.08%	1.30%	3.85%	-4.63%					10.70%	11.92%	0.90	6.78%	

Alexandria: S&P 500, Monthly Rebalancing

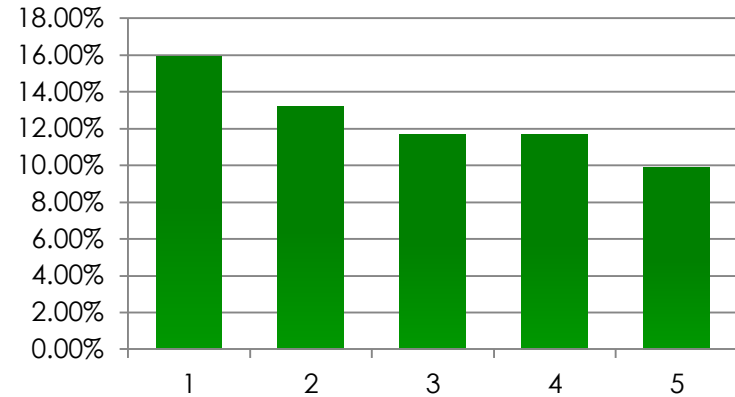
Earnings Lookback: 3 Months

Filter: QA Sections

Rebalance: Monthly

Net Sentiment: $\text{Log}_{10}(\text{Count Positive}+1) / (\text{Count Negative}+1))$

Quantile Summary For All Periods: S&P 500					
Quantile	Avg Issues	Annual Returns	Standard Deviation	Sharpe Ratio	Annual Active Returns
1	104	15.95%	13.91%	1.15	3.44%
2	104	13.18%	13.96%	0.94	0.68%
3	104	11.68%	14.18%	0.82	-0.83%
4	104	11.71%	14.68%	0.80	-0.80%
5	104	9.87%	14.75%	0.67	-2.63%
Long Short	208	5.30%	5.42%	0.98	



S&P 500 Top Bottom Spread Return Distribution																	
	1	2	3	4	5	6	7	8	9	10	11	12	Annual	Std Dev	Sharpe	SP 500	
2010	-0.17%	-0.32%	-2.62%	0.62%	-0.26%	0.19%	-0.81%	-0.04%	0.59%	0.71%	-0.90%	0.01%	-3.00%	3.14%	-0.95	29.25%	
2011	0.83%	0.16%	1.18%	0.59%	-0.15%	0.07%	0.40%	2.27%	-4.57%	1.60%	-0.13%	-0.55%	1.57%	5.85%	0.27	3.35%	
2012	-0.88%	2.19%	-0.78%	-0.96%	0.64%	-0.76%	0.79%	-0.42%	-0.45%	1.23%	-0.66%	0.06%	-0.06%	3.47%	-0.02	17.04%	
2013	0.00%	0.69%	1.79%	2.84%	1.59%	0.25%	0.80%	0.93%	0.16%	0.68%	0.64%	0.17%	11.02%	2.86%	3.85	23.03%	
2014	1.30%	-0.62%	-1.68%	1.50%	0.25%	1.95%	-0.65%	1.07%	-0.71%	2.37%	0.16%	0.74%	5.75%	4.25%	1.35	13.85%	
2015	1.40%	1.10%	-3.42%	3.04%	0.89%	2.58%	0.28%	2.39%	-0.72%	0.57%	3.85%	-1.39%	10.84%	7.05%	1.54	-6.97%	
2016	-0.99%	0.06%	-2.61%	2.75%	-0.57%	0.76%	1.40%	0.45%	-1.38%	-1.88%	0.18%	2.55%	0.58%	5.75%	0.10	23.67%	
2017	1.28%	1.71%	2.33%	3.53%	0.01%	1.00%	4.82%	-0.17%	2.60%	-0.97%	-0.31%	5.19%	22.90%	6.98%	3.28	21.06%	
2018	2.46%	1.03%	0.89%	2.95%	-1.07%	0.79%	1.48%	0.09%	-1.58%	-3.51%	-0.65%	0.61%	3.37%	6.19%	0.54	-4.21%	
2019	1.73%	0.51%	-1.41%	0.06%	0.41%	0.30%	1.48%	-2.36%	0.00%				0.88%	4.44%	0.20	6.89%	

Transparency & Personalization



Timestamp	Assets	Headline	Sentiment (Confidence %)
2019-05-02	FSLR	Gross margin was breakeven in Q1, compared to 14% in the fourth quarter of 2018. The system segme...	Negative (81%)
2019-05-02	FSLR	We experienced ramp-related charges of \$35 million in the first quarter, approximately 70% of the ...	Negative (89%)
2019-05-02	FSLR	While this increased costs, these are more than outweighed by the strategic value having placed t...	Negative (80%)
2019-05-02	FSLR	Our expected gross margin has been lowered by 150 basis points to a revised range of 8% to 10% ...	Negative (99%)

Drill into the text and verify what has happened

Discover new themes developing at the company

- [Earnings \(transcripts\)](#)
- [ESG News](#)
- [Equity News](#)



Discovering Intelligence In Unstructured Content

Rowan Pritchard

Director

rowan@alexandriatechnology.com

+1 917 291-3228

“a sentiment engine based on ideas derived from decoding the human genome... a money-spinning killer app.”



As Seen In Partner Platforms, Products & Research

J.P.Morgan



InteractiveBrokers

NIKKO GLOBAL WRAP

NORTHFIELD

Open:FACTSET™

EMPIRICAL
RESEARCH
PARTNERS

ClearMacro

Eagle Alpha

Alexandria Technology named 'Top Big Data Companies To Work For', by **JP Morgan**