



THE EFFECTS ON EARNINGS OF TRUMP'S POLICY CHAOS

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Agenda:

- Tariffs
- Forward Indicators vs Coincident vs Actual
- Confidence etc
- Earnings

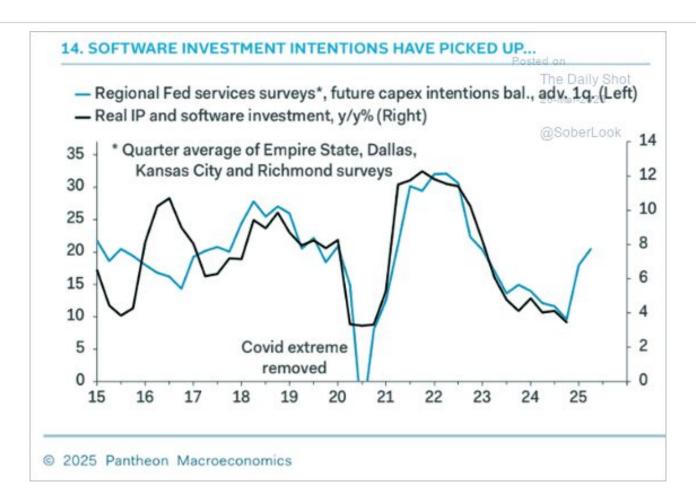
Tariffs:

- Tesla protection scheme?
- Negative for Canada & Detroit car manufacturers
- EV vs ICE car production much easier for EV
- Do you build a new EV plant in the US because of this? Yes.
- Do you build a new ICE factory?? Probably not

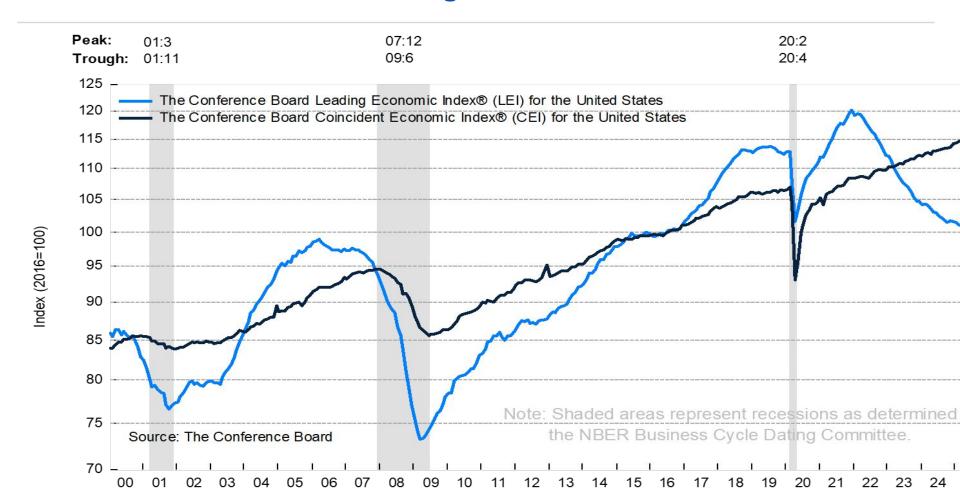
Datacentres:

- Microsoft cancelling
- Meta + Google picking up

Datacentres:



Leading indicators:



Leading indicators:

The Conference Board Leading Economic Index® and Component Contributions (Percent)



Source: The Conference Board

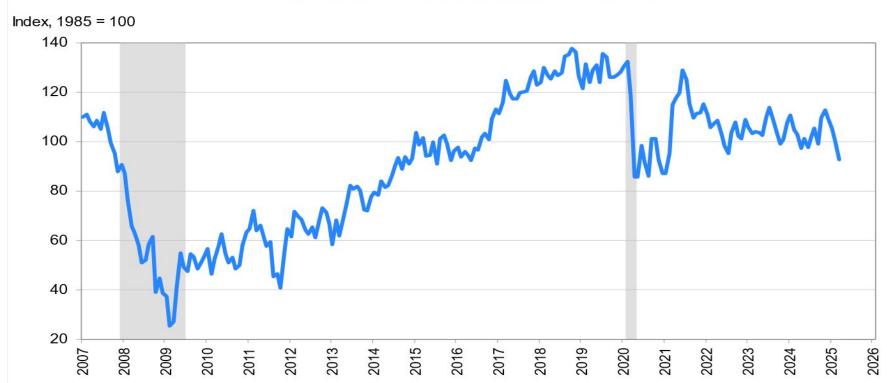
LEI change might not equal sum of its contribiutins due to application of trend adjustment factor

^{*} Inverted series; a negative change in this component makes a positive contribution.

^{**} Statistical Imputation

Confidence:



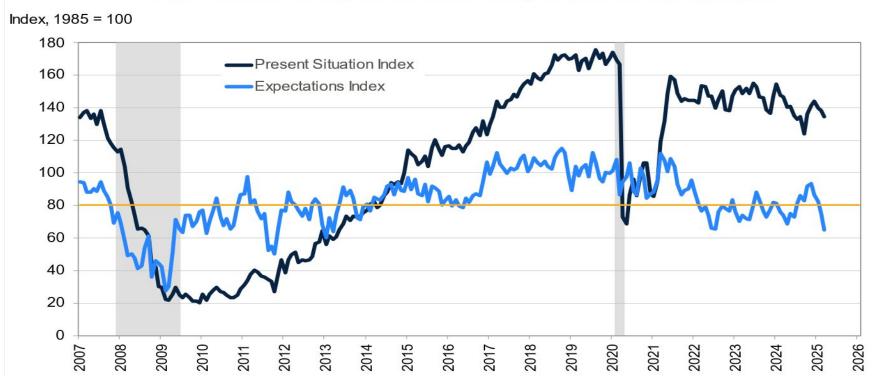


^{*}Shaded areas represent periods of recession. Sources: The Conference Board: NBER

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Confidence:

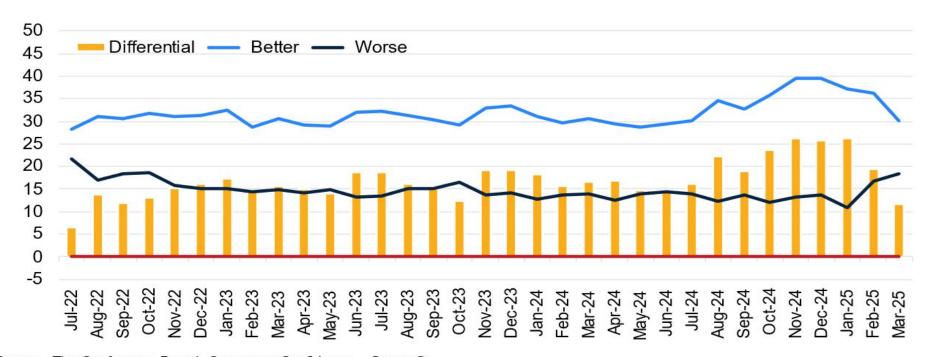
Present Situation and Expectations Index



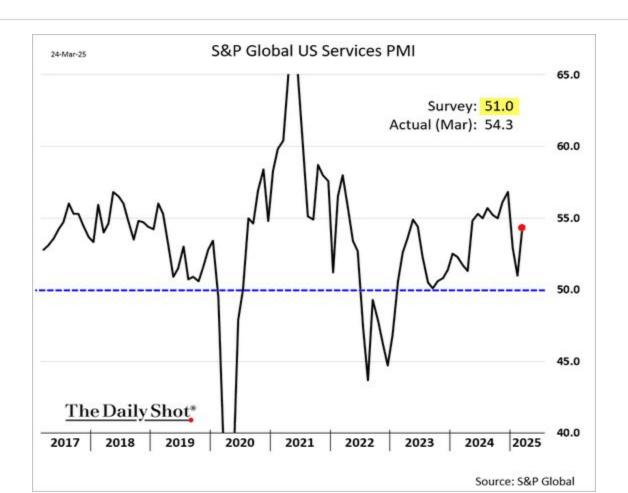
^{*}Shaded areas represent periods of recession. Sources: The Conference Board; NBER © 2025 The Conference Board. All rights reserved.

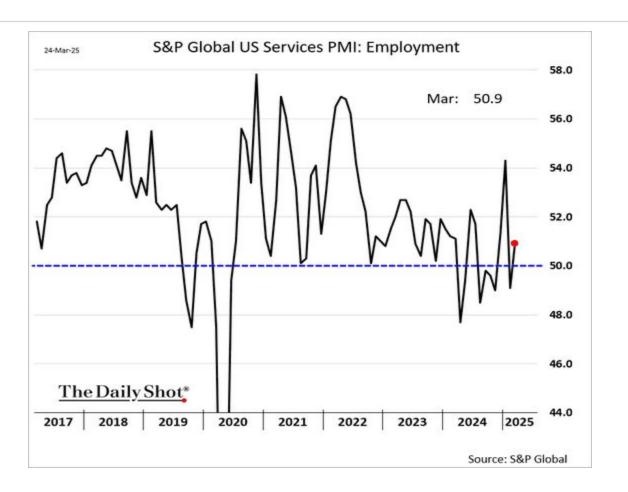
Confidence:

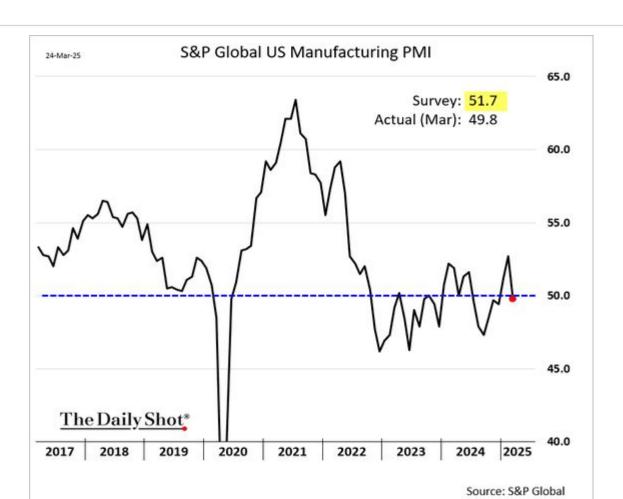
Family's Expected Financial Situation, Six Months Hence (Percent)

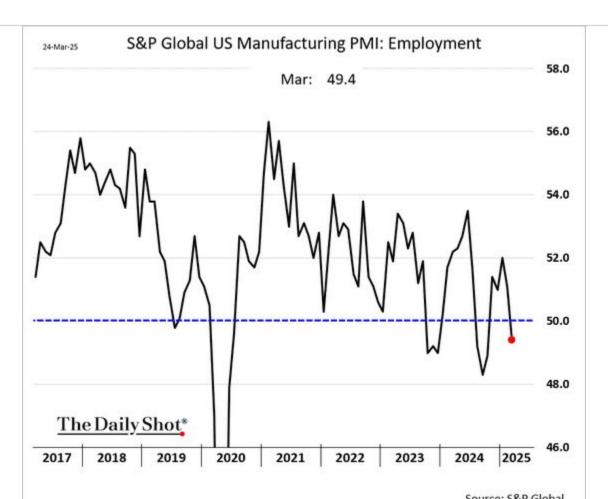


Source: The Conference Board, Consumer Confidence Survey®



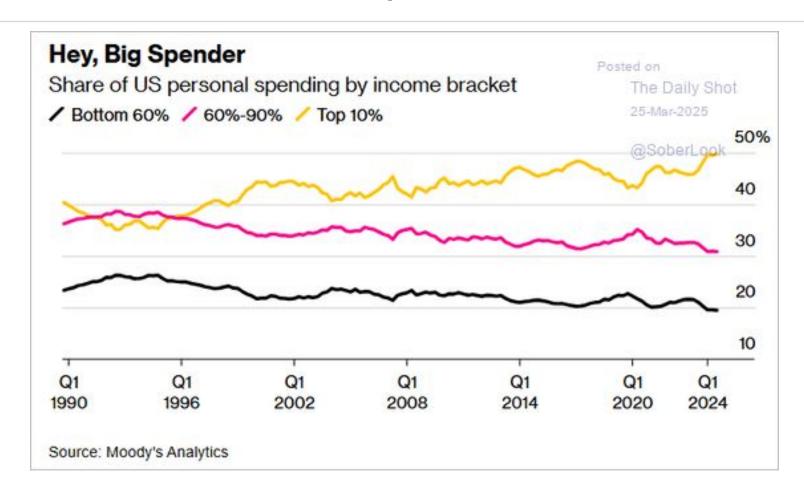




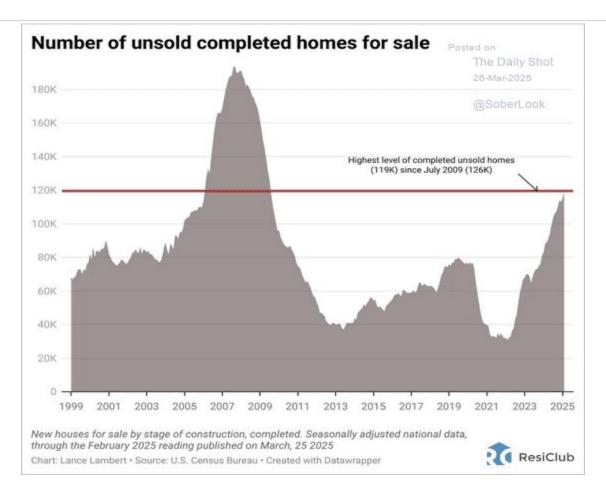




Consumption:

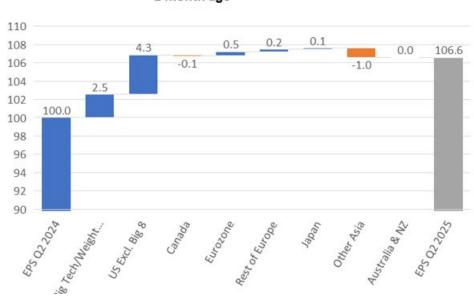


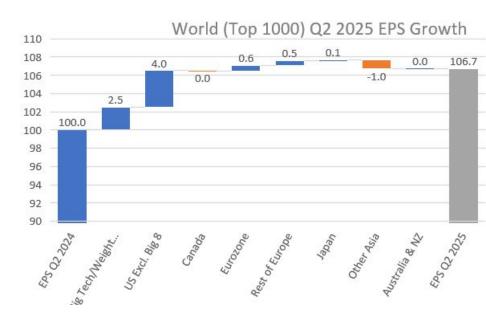
Housing (interest rates important):



Earnings:







Earnings:

- Carnival Corp big upgrades
- Darden Restaurants no changes really, solid result
- Dollar Tree relatively strong result. Expecting margins to improve despite tariffs.
- Cintas Corp keeping forecasts (narrowing the range) strong growth.
 No change in customers.
- Paychex stable labour market

Paychex:

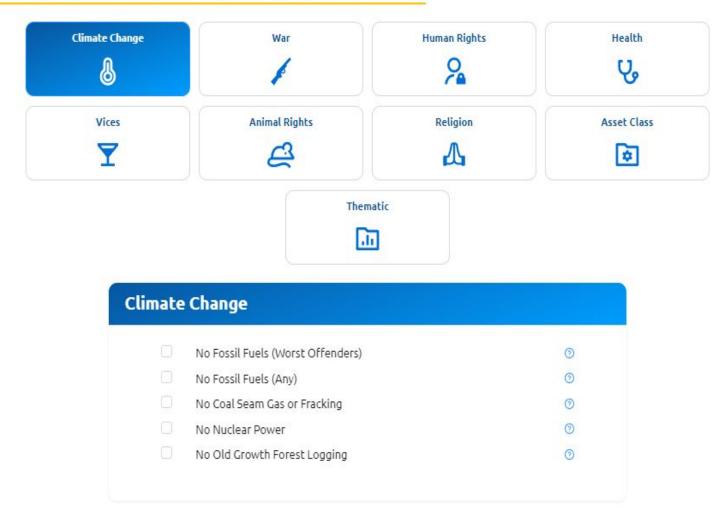
Anything different you're seeing in terms of the demand environment in recent weeks?

No, Look, on the PEO side, as I said, our bookings are double digits, a good pipeline going into Q4. So the underlying demand there is good. I would say that demand has remained consistent to our historical levels. I think when you look at Q3 in particularly January, February, it was a little softer than the prior year. But if you remember right, the first half of the year, we actually had a higher demand, higher proposal activity.

So when you look on a year-to-date basis. Look, the -- it's an interesting macro environment because there's a lot of optimism and uncertainty, all at the same time. So whenever I hear how people are feeling and you're feeling optimistic and they're feeling uncertain, I look at the data.

And so when I look at the data from a hiring perspective, I look at the data from an out-of-business, I look at data of the increase we've seen our clients add additional sites. So additional locations is up double digits. Those are not indicators of a pending recession or a macro employment problems.

Choose themes to screen from your portfolio away from (i.e. remove stocks)



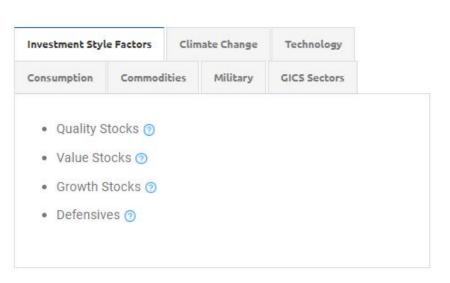
Personalise Your Portfolio

Screens Tilts

You can <u>exclude</u> the below to customise your portfolio

You can <u>add</u> the below to customise your portfolio

Climate Change	War	Human Rights	Health	Vices
Animal Rights	Religion	Asset Class	Thematic	
	Ž.	rst Offenders) (
No Fossil F		or Fracking ①		
 No Coal Se 				
No Coal Se No Nuclear	r Power 👩)		





Account Selection

Investment Choice

Build Your Portfolio

Ethical Overlay

Review
Applicants
Bank Details
Compliance
Final Review

Risk Profile

Build Your Portfolio

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Value Stocks ②	Growth Stocks ⑦			
Gold Stocks ①	Agribusiness ⑦			
Cloud Computing Stocks ③	Robotics/AI ③			
Cybersecurity ①	Clean Energy ③			
Battery Supply Chain ①	Nuclear Power ③			
Travel ⑦	Luxury Goods ①			
Global Communication Services ②	Global Consumer Discretionary ⑦			
Global Energy ⑦	Global Financials ①			
Global Industrials ⑦	Global Information Technology ③			
	Gold Stocks ③ Cloud Computing Stocks ③ Cybersecurity ③ Battery Supply Chain ③ Travel ③ Global Communication Services ③			

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