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## OPPORTUNITIES AMPLIFIED

Carefully consider the Fund's investment objectives, risk factors, charges and expenses before investing. This and additional information can be found in the Fund's statutory and summary prospectus, which may be obtained by calling 855-267-3837. Read the prospectus carefully before investing.

Investing involves risk, including the possible loss of principal. The fund is new with limited operating history. Shares of any ETF are bought and sold at market price (not NAV), may trade at a discount or premium to NAV and are not individually redeemed from the Fund. Brokerage commissions will reduce returns. Narrowly focused investments typically exhibit higher volatility. A portfolio concentrated in a single industry, such as the online retail industry, makes it vulnerable to factors affecting the industry. The Fund may face more risks than if it were diversified broadly over numerous industries or sectors. Investments in consumer discretionary companies are tied closely to the performance of the overall domestic and international economy, interest rates, competition and consumer confidence. Online retail companies are subject to risks of consumer demand and sensitivity to profit margins. Additionally technology and internet companies are subject to rapidly changing technologies; short product life cycles; fierce competition; aggressive pricing and reduced profit margins; the loss of patent, copyright and trademark protections; cyclical market patterns; evolving industry standards; and frequent new product introductions. Information technology companies may be smaller and less experienced companies, with limited product lines, markets or financial resources and fewer experienced management or marketing personnel. Stocks of many internet companies have exceptionally high price-to-earnings ratios with little or no earnings histories. Information technology company stocks, especially those which are internet related, have experienced extreme price and volume fluctuations that are often unrelated to their operating performance.

The Fund is non diversified, meaning it may concentrate its assets in fewer individual holdings than a diversified fund. Investments in smaller companies tend to have limited liquidity and greater price volatility than large-capitalization companies. Investments in foreign securities involve greater volatility and political, economic, and currency risks and differences in accounting methods. The Fund's return may not match or achieve a high degree of correlation with the return of the underlying Index. To the extent the Fund utilizes a sampling approach, it may experience tracking error to a greater extent than if the Fund had sought to replicate the Index. Earnings growth is not representative of the fund's future performance. Diversification does not assure a profit, nor does it protect against a loss in a declining market.

The EQM Online Retail Index seeks to measure the performance of global equity securities of publicly traded companies with significant revenue from the online retail business. The Index methodology is designed to result in a portfolio that has the potential for capital appreciation. The Adviser and Sub-Adviser believe that companies with significant online retail revenues may be best positioned to take advantage of growth in online retail sales and shoppers versus companies with less significant online retail revenues. Eligible constituents derive at least 70% of revenues from online and/or virtual business transactions (as opposed to brick and mortar and/or in-store transactions) in one of three online retail business segments: traditional online retail; online travel; and online marketplace. An investment cannot be made directly in an index.

Market capitalization is the total dollar market value of all a company's outstanding shares.

S&P 500 Retail Sub-Industries definition: S&P classifies the retail sector into 13 sub-industries comprised of 21 companies.



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## TODAY'S WEBINAR AGENDA

**Current State of Online Retail: Drivers, Growth & Earnings** 

**History of Online Retail** 

**Indexing Online Retail Stocks** 

Inside the Amplify Online Retail ETF (IBUY)

**Question & Answer Period** 



# REASONS CONSUMERS USE ONLINE RETAIL

Competitive prices

Robust selection

Convenience



## TAILWINDS FOR ONLINE RETAIL

- Increased internet access globally
- Smartphone adoption
- Digital payment systems
- Targeted shopping tech and ads
- Labor Costs



# ONLINE RETAIL SALES GROWTH HISTORY

20%

COMPOUND ANNUAL GROWTH RATE OF U.S. ONLINE RETAIL SALES FROM 1999-2015



Source: US Department of Commerce Qtrly Retail E-Commerce Sales 4th Qtr 2015 February 16, 2016

# ONLINE RETAIL SALES GROWTH HISTORY

1899%

TOTAL GROWTH OF U.S. ONLINE RETAIL SALES FROM 1999 to 2015



Source: US Department of Commerce Qtrly Retail E-Commerce Sales 4th Qtr 2015 February 16, 2016

## GROWTH STORY IN EARLY STAGES

Online retail market share is still small

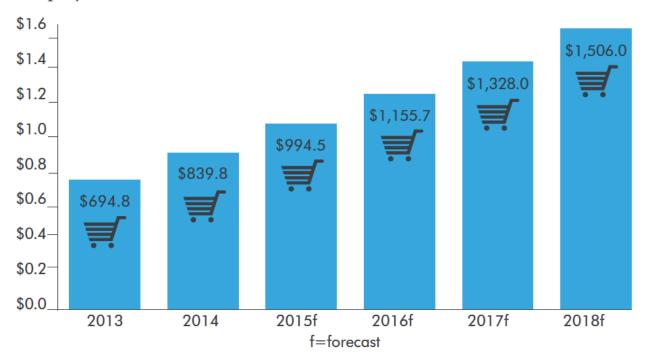
Currently totals just 7.5% of total retail sales in the U.S.



Source: US Department of Commerce Quarterly Retail E-Commerce Sales 4th Qtr 2015, February 16, 2016

# GLOBAL ONLINE SALES GROWTH EXPECTED

Global online retail sales continue to rise, and that trend is expected to continue. Consider that global online sales were \$694 billion in 2013 and are projected to be \$1.5 trillion in 2018.





Source: AT Kearney, Euromonitor, Global E-Commerce Keeps On Clicking, April 2015

# GLOBAL ONLINE BUYERS EXPECTED TO GROW

The amount of online buyers around the world was estimated to increase by 50% from 2013 to 2018.







Source: eMarketer July 2014

# ONLINE RETAIL SEGMENT GROWING SALES

Non store retailers grew sales 10.7% year over year

Department stores sales decreased 1.7% year over year



Source: US Department of Commerce April 2016 Retail Sales Report

# RECENT WALL STREET JOURNAL ONLINE RETAIL HEADLINES

### "Retail Sales Gain Is Fueled By Web"

Wall Street Journal 5/13/2016

### "Retail Slump Shows Amazon Effect"

Wall Street Journal 5/12/2016

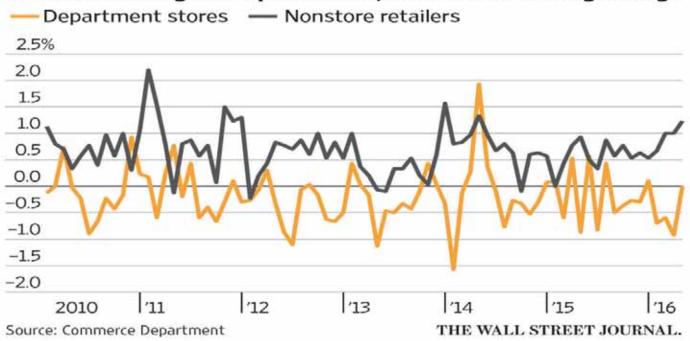


## **WSJ GRAPHIC**

#### **Divergent Fortunes**

Nonstore retailers, a category dominated by Internet shopping, has been a driver of overall retail sales for more than a year, while department stores have faltered.

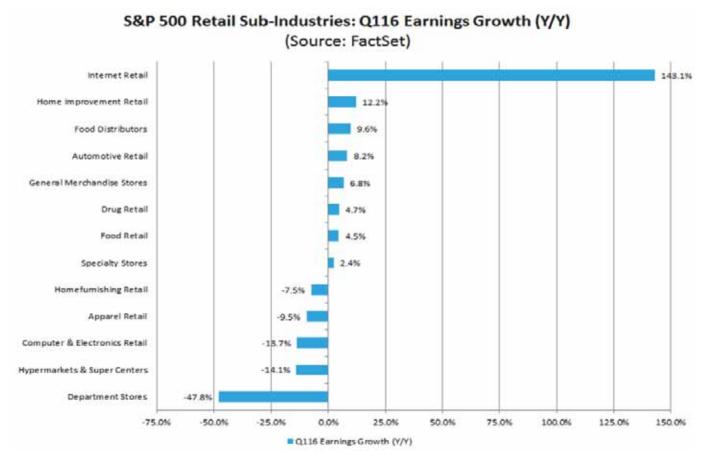
#### Retail sales change from prior month, three-month moving average





Source: Retail Sales Gain Is Fueled By Web, Wall Street Journal May 13, 2016

# ONLINE RETAIL SEGMENT EARNINGS GROWTH YEAR OVER YEAR





Source: FACTSET Earnings Insight May 13, 2016



Innovative. Transparent. Exposure.

# EQM INDEXES ONLINE RETAIL INDEX



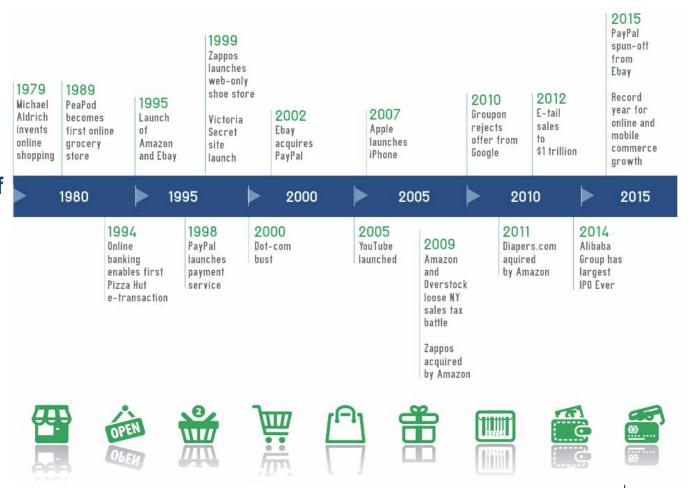


#### **A Brief History of Online Retail**

# Highlights of some of the historical milestones that paved the way for modern day e-retail commerce:

#### Major Milestones

The evolution of events and ascent of ecommerce







#### What Happens in an Online Retail Minute?

2016 60 seconds of

# ONLINE RETAIL

Source: 1800Flowers; Reuters

http://www.reuters.com/article/us-alibaba-singles-dav-

idUSKCN0SZ34J20151112; Excelrcom, Inc.

http://www.bing.com/images/search?g=interne

overlav&first=1; Asos; eBay; Expandedramblings.com

http://expandedramblings.com/index.php/etsv-statistics/2/; Statistic

http://www.statisticbrain.com/internet-travel-hotel-booking-statistics/;

GrubHub: SimilarWeb

https://www.similarweb.com/website/mercadolibre.com.ar; Statista http://www.statista.com/statistics/277841/pavpals-total-pavment-

volume/; Shutterfly; Stamps.com;

http://marketrealist.com/2016/05/can-tripadvisors-revenue-growth-

ds-rest-2016/; Wayfair; Zalando.





#### **Value Proposition of Online Retail**

E-Commerce Provides Key Benefits						
Business	Consumer	Society				
	22					
Lower costs/no physical presence	Enhanced product selection	Less traffic/crowds				
Inventory management	No geographic sourcing boundaries	Price competition and democratization of selection				
Customer analytics	Competitive pricing	Expanded rural access				
Expanded geographic footprint	Convenience	Aids housebound consumers				
Open for business 24/7/365	Time savings, one-stop shopping	Public service delivery (education and healthcare)				
Reduced advertising and marketing spend	Customer reviews/social input	Global in scope				
Scalability/fewer employees	Delivery options	Eco-friendly				



#### **Superior Growth Characteristics**

#### **Growth Rates of Web-Only vs. Traditional Retailers**

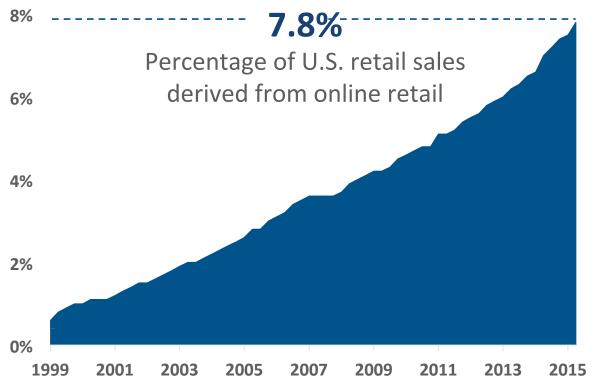


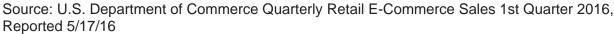
In 2011, web sales of web-only retailers surpassed web sales by retail chains and continue to grow at a much faster rate.



#### **US Online Retail Sales**

# U.S. Online Retail Sales have grown at average rate of more than 20% since 1999, but still comprise only 7.8% of total retail sales





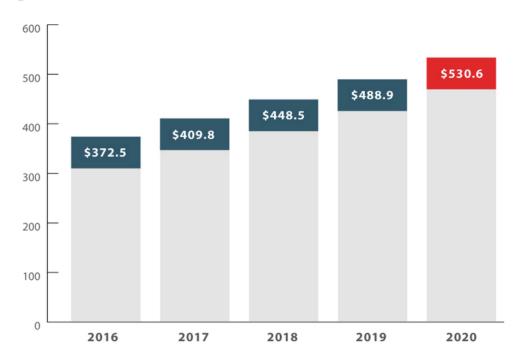


#### **US Online Retail Sales**

#### Online sales in the U.S. are expected to top \$530 billion by 2020

#### Online sales in the U.S. will top \$530 billion by 2020

Amazon, a better economy, omnichannel retailers making use of stores will help fuel growth.



Forrester projects online sales will eclipse \$530 billion by 2020. Retailers making better use of their stores to fulfill online orders will help fuel growth.



Source: Forrester

#### **April 2016 Retail Report Saw 10.2% YOY Growth in Nonstore Retail**

Table 2. Estimated Change in Monthly Sales for Retail and Food Services, by Kind of Business

(Estimates are shown as percents and are based on data from the Advance Monthly Retail Trade Survey, Monthly Retail Trade Survey, and administrative records.)

		Percent Change <sup>1</sup>							
NAICS	Kind of Business	Apr. 2016 Advance from		Mar. 2016 Preliminary from		Feb. 2016 through Apr. 2016 from			
code		Mar. 2016 (p)	Apr. 2015 (r)	Feb. 2016 (r)	Mar. 2015 (r)	Nov. 2015 through Jan. 2016	Feb. 2015 through Apr. 2015		
	Retail & food services,								
	total	1.3	3.0	-0.3	1.7	0.3	2.8		
	Total (excl. motor vehicle & parts)	0.8	3.0	0.4	2.1	0.6	2.6		
	Retail	1.4	2.7	-0.3	1.1	0.1	2.3		
441	Motor vehicle & parts dealers	3.2	3.1	-3.2	-0.1	-1.1	3.5		
4411, 4412	Auto & other motor veh. dealers	3.5	3.5	-3.4	-0.1	-1.1	3.8		
442	Furniture & home furn. stores	0.7	3.6	0.2	3.7	0.6	4.7		
443	Electronics & appliance stores	0.5	-2.0	0.6	-1.3	0.1	-1.7		
444	Building material & garden eq. & supplies dealers	-1.0	8.2	0.5	9.2	1.6	9.6		
<b>445</b> 4451	Food & beverage stores Grocery stores	0.9 1.1	1.9 2.0	-0.5 -0.5	0.9 0.8	0.3 0.2	1.5 1.4		
446	Health & personal care stores	0.9	8.1	1.3	7.6	3.0	7.4		
447	Gasoline stations	2.2	-9.4	3.1	-12.9	-4.6	-12.5		
448	Clothing & clothing accessories stores	1.0	1.3	-0.8	-0.6	0.3	0.7		
451	Sporting goods, hobby, book & music stores	0.2	4.2	0.2	5.3	1.1	5.6		
<b>452</b> 4521	General merchandise stores  Department stores (ex. L.D.)	0.0 0.3	0.5 -1.7	0.3 -0.3	-0.3 -6.1	-0.5 -1.5	0.2 -3.6		
453	Miscellaneous store retailers	1.5	4.7	1.6	4.8	2.1	4.0		
454	Nonstore retailers	2.1	10.2	0.5	8.0	3.2	8.8		
722	Food services & drinking places	0.3	5.2	-0.4	6.1	1.5	6.4		

<sup>(</sup>p) Preliminary estimate (r) Revised estimate

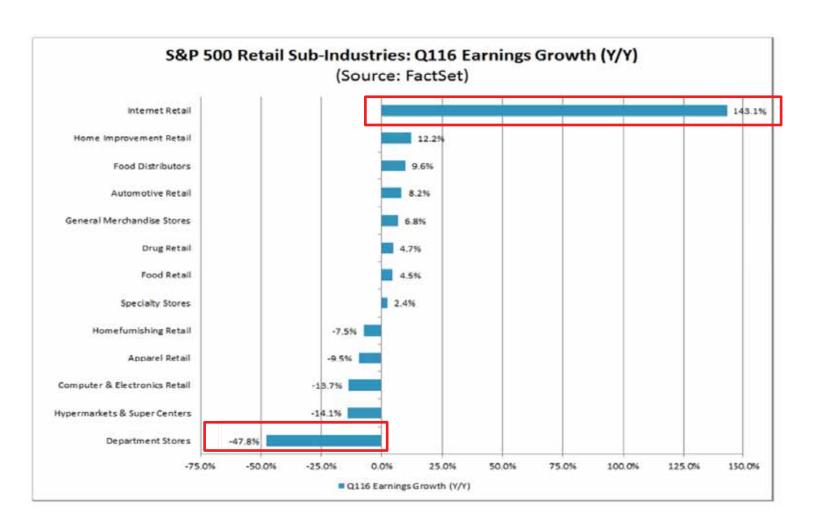


Source: U.S. Census Bureau

<sup>(1)</sup> Estimates shown in this table are derived from adjusted estimates provided in Table 1 of this report.

Note: Table 3 provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at <a href="http://www.census.gov/retail">http://www.census.gov/retail</a>.

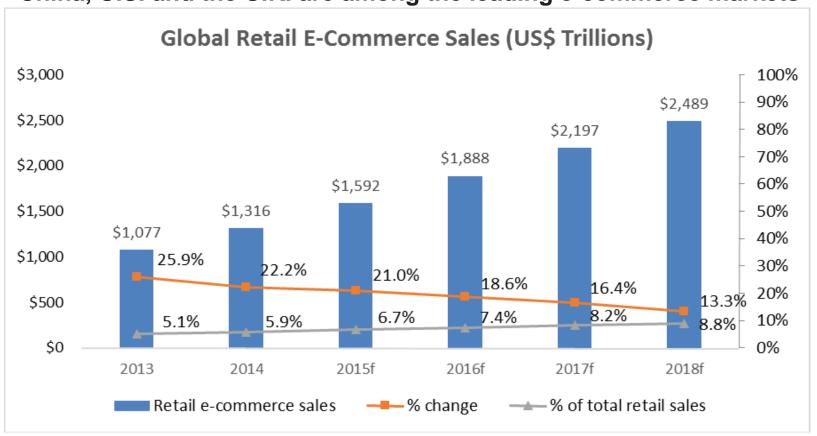
#### The "Disruption" in Retail Has Translated to Earnings Growth





#### **Global Online Retail Sales**

Global E-Commerce Expected to Growth to \$2.5 Trillion. China, U.S. and the U.K. are among the leading e-commerce markets



Source: eMarketer, as of 12/31/14



#### E-Commerce is a Global Shopping Phenomenon



#### **Top 10 Global Shopping Days**

Global e-commerce sales totaled \$1.7 trillion in 2015.

Complete Infographic available on website







#### **Existing Retail/Internet Indexes Have Little Exposure to Online Retail**

Retail/Internet Indexes	# of Online Retail Stocks	% Online Retail Stocks	AMZN % Weight	International Exposure
Consumer Discretionary Select Sector Index	5	15.4	9.9	N
S&P Retail Select Industry Index	12	14.2	3.1	N
Dynamic Retail Intellidex Index	1	2.3	0	N
US Listed Retail 25	2	17.8	13.7	Y
Dow Jones Internet Composite Index	7	30.7	10.3	N



#### **EQM Online Retail Index**



#### **EQM ONLINE RETAIL INDEX**

#### **Online Retail Market Segments**

Traditional Retail	Marketplace	Travel
Sell goods directly to consumers and businesses virtually and/or online.	Hosts an online marketplace or auction-site for retailers and consumers to transact.	Provides online <b>travel</b> and travel-related booking services.



#### **EQM Online Retail Index Representative Holdings**

## **Traditional Retail** Marketplace **Travel** libaba.com° amazor Global trade starts here.™ make Rakuten Etsy B blue nile tripadvisor\* priceline.com®



#### **EQM Online Retail Index Holdings as of 3/31/2016**

TICKER	COMPANY %	WEIGHT	TICKER	COMPANY	% WEIGHT	TICKER	COMPANY %	WEIGHT	
STMP	Stamps.com Inc	4.61	EBAY	Ebay Inc	2.83	BABA	Alibaba Group Holding-Sp Adı	1.28	
CPRT	Copart Inc	3.72	HSNI	Hsn Inc	2.83	ZO1 GR	Zooplus Ag	1.27	
SFLY	Shutterfly Inc	3.67	ETSY	Etsy Inc	2.65	ASC LN	Asos Plc •	1.26	
PYPL	Paypal Holdings Inc	3.54	FLWS	1-800-Flowers.com Inc-Cl A	0 2.64	ZAL GR	Zalando Se	1.26	
PETS	Petmed Express Inc	3.52	EXPE	Expedia Inc 🔺	2.62	YNAP IM	Yoox Net-A-Porter Group	1.22	
GRUB	Grubhub Inc	3.47	TRIP	Tripadvisor Inc 🔺	2.62	SHOP	Shopify Inc - Class A	1.21	
LE	Lands' End Inc	3.42	NILE	Blue Nile Inc	2.49	JE LN	Just Eat Plc	1.12	
W	Wayfair Inc- Class A	3.37	IACI	Iac/Interactivecorp ■	2.34	QUNR	Qunar Cayman Islands Ltd-Ad	r 🔺 1.11	
AMZN	Amazon.com Inc	3.13	3092 JP	Start Today Co Ltd	1.63	OCDO LN	Ocado Group Plc	0.98	
NFLX	Netflix Inc	3.11	MELI	Mercadolibre Inc ■	1.62	4755 JP	Rakuten Inc	0.95	
FTD	Ftd Cos Inc	3.07	CMPR	Cimpress Nv	1.56	JMEI	Jumei International-Adr	0.89	
QVCA	Liberty Interactive Corp Q-A	3.05	MMYT	Makemytrip Ltd 🔺	1.53	VIPS	Vipshop Holdings Ltd - Adr	0.87	
OSTK	Overstock.com Inc	3.05	2678 JP	Askul Corp	1.50	Tradition	nal Retail		
SALE	Retailmenot Inc	3.00	DANG	E-Commerce China-Spon Ac	ir -A ■ 1.43	Marketplace			
NTRI	Nutrisystem Inc	3.00	JD	Jd.com Inc-Adr	1.30	▲ Travel			
PCLN	Priceline Group Inc/The A	2.94	CTRP	Ctrip.com International-Adr	▲ 1.29				

Holdings and allocations are subject to change at any time and should not be considered a recommendation to buy or sell any security.



#### **Online Retail Index Methodology**



#### In order to be eligible for inclusion in the Index, companies must meet the following conditions:

- Significant business operations in one of three online retail business segments: online retail, online marketplace, online travel.
- At least 70% of revenues derived from online or virtual business transactions as opposed to brick and mortar and/or in-store transactions.
- Listed on a regulated stock exchange in the form of share tradable for foreign investors without restrictions.
- Market capitalization of at least \$300 million USD.
- Minimum price of \$5 at time of purchase of USD.

#### Online Retail Index Methodology (cont.)



- Average daily traded value of at least 2 million USD over the last six months.
- Adequate constituent liquidity and accessibility for an exchange listed product.
- Non-US companies will be U.S. exchange traded ADR's where available, subject to liquidity, otherwise local shares will be utilized.
- No local shares, only ADR's will be held for companies domiciled in Emerging Market countries or those listed on small regional exchanges.



#### **Additional Online Retail Index Details**

#### **Modified Equal-weighting**

The Index is equal-weighted with a maximum exposure of 25% to non-U.S. stocks.



# Semi-annual Rebalancing

The Index will be rebalanced **semi-annually** on the second Wednesday in May and November. The next adjustment will be on November 9, 2016. The Index Committee will meet 2 days prior to reconstitution to establish membership on rebalance date.



#### **Index Overview**

ex Overview	
Ticker	IBUYXT
Inception Date	12/1/15
Index Calculation/Publication	Solactive AG
Total # Holdings	45
# US Holdings	24
# Non-US Holdings	21
Rebalance (Nov/May)	Semi-Annually
Weighting Scheme	Modified, equal weighting



#### **Index Characteristics**

Est. 3-5 Year EPS Growth 22.09	1%
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Index Dividend Yield 0.50%

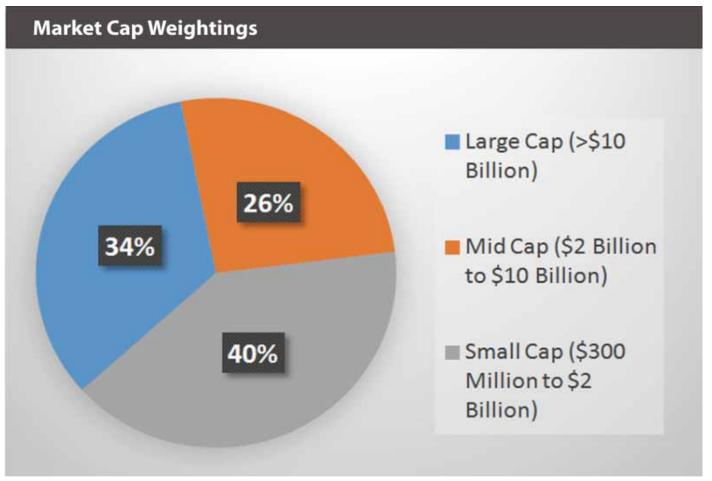
Price/Earnings Ratio (Median) 41.85

Price/Book Ratio 3.77

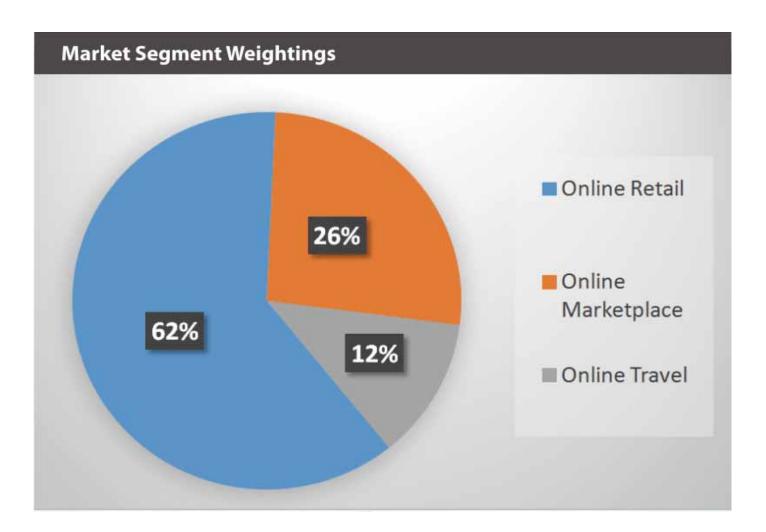
Weighted Average Market Cap \$B \$20.37B

All characteristics are weighted averages unless otherwise noted.

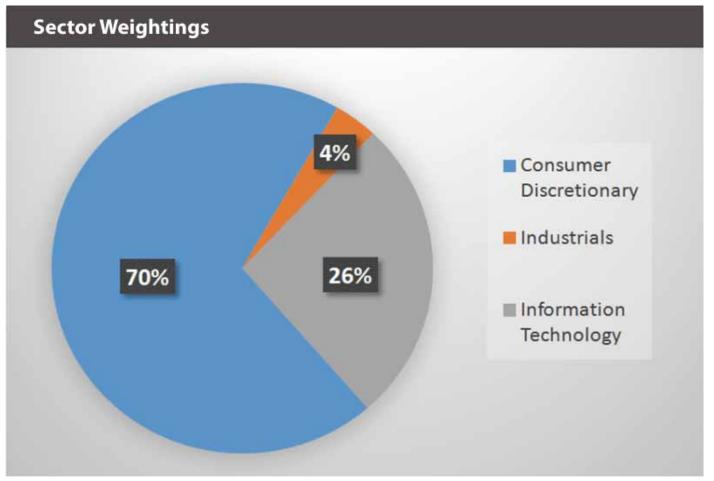






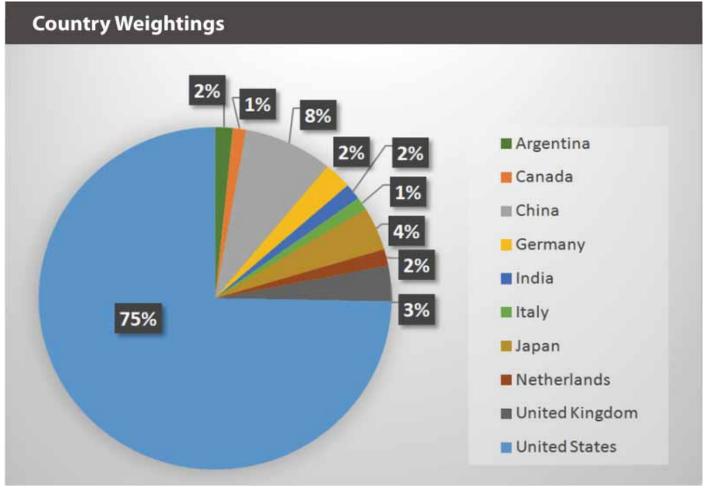








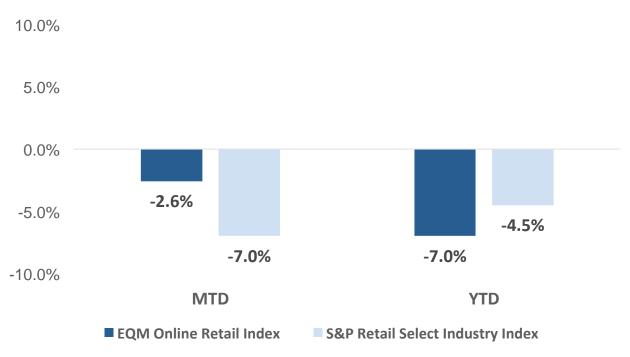






#### **Recent Index Performance**

# Performance Comparison: Click vs. Brick





Past performance is not indicative of future returns. It is not possible to invest in an index. Index return figures are gross total returns.







# EQM INDEXES ONLINE RETAIL INDEX



For further information on the Index such as characteristics, methodology, constituents, performance backtest history, or to download our white paper:

"The Investment Case for Online Retail"

Please visit our website at: http://www.eqmindexes.com

# ACCESS UNIQUE MARKET SEGMENTS

#### ONLINE RETAIL ETF The Amplify Online Retail ETF (IBUY) seeks to provide investment results that, before fees and expenses, correspond generally to the price performance of the EQM Online Retail Index. The Index is a globally diverse basket of publicly traded companies that obtain 70% or more of revenue from online or virtual sales.

**Amplify** 

## IBUY FUND DETAILS

Ticker: IBUY

Inception: April 20, 2016

**CUSIP**: 032108102

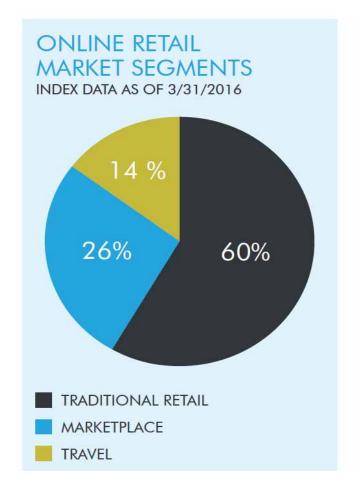
Benchmark: EQM Online Retail Index

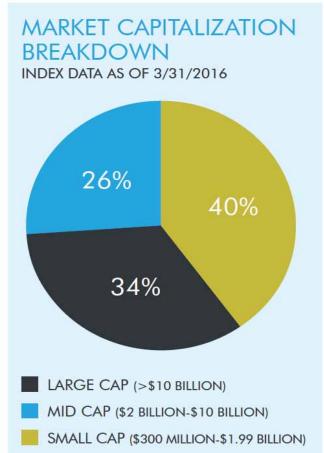
Distribution/ Rebalance Schedule: Semi Annual

## INDEX CONSTITUENTS

TICKER	COMPANY %	VEIGHT	TICKER	COMPANY	% WEIGHT	TICKER	COMPANY % WE	IGHT
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SFLY	Shutterfly Inc	3.67	ETSY	Etsy Inc	2.65	ASC LN	Asos Plc	1.26
PYPL	Paypal Holdings Inc	3.54	FLWS	1-800-Flowers.com Inc-Cl A	2.64	ZAL GR	Zalando Se 🔍	1,26
PETS	Petmed Express Inc	3.52	EXPE	Expedia Inc 🔺	2.62	YNAP IM	Yoox Net-A-Porter Group	1.22
GRUB	Grubhub Inc	3.47	TRIP	Tripadvisor Inc 🔺	2.62	SHOP	Shopify Inc - Class A	1.21
LE	Lands' End Inc	3.42	NILE	Blue Nile Inc	2.49	JE LN	Just Eat Plc	1.12
W	Wayfair Inc- Class A 🔵	3.37	IACI	Iac/Interactivecorp	2.34	QUNR	Qunar Cayman Islands Ltd-Adr 🔺	1.11
AMZN	Amazon.com Inc	3.13	3092 JP	Start Today Co Ltd 🔵	1.63	OCDO LN	Ocado Group Plc 💿	0.98
NFLX	Netflix Inc	3.11	MELI	Mercadolibre Inc	1.62	4755 JP	Rakuten Inc	0.95
FID	Ftd Cos Inc	3.07	CMPR	Cimpress Nv	1.56	JMEI	Jumei International-Adr 🍮	0.89
QVCA	Liberty Interactive Corp Q-A	3.05	MMYT	Makemytrip Ltd ▲	1.53	VIPS	Vipshop Holdings Ltd - Adr 💿	0.87
OSTK	Overstock.com Inc	3.05	2678 JP	Askul Corp	1.50	Tradition	nal Retail	
SALE	Retailmenot Inc	3.00	DANG	E-Commerce China-Spon A	dr -A 🔳 1.43	■ Marketp		
NTRI	Nutrisystem Inc	3.00	JD	Jd.com Inc-Adr	1.30	▲ Travel		
PCLN	Priceline Group Inc/The A	2.94	CTRP	Ctrip.com International-Ad	1.29			

## INDEX BREAKDOWN







# POTENTAIL IBUY PORTFOLIO APPLICATIONS

**Diversification**: Existing Consumer or Retail Allocations

**Country Specific Diversification**: Domestic Consumer or

Retail Exposure

**Growth Tilt**: Component to a Growth Allocation

**Satellite**: Complement to Core Exposure

**Trading Vehicle**: Online or Traditional Retail Events

Hedge: Company Specific Risk or Traditional Retail Exposure





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